United States Court of Appeals
for the Second Circuit

EXHIBITS

76-4179

United States Court of Appeals

FOR THE SECOND CIRCUIT

B

P/S

THE GREAT ATLANTIC & PACIFIC TEA COMPANY, INC.,
Petitioner,

v.

FEDERAL TRADE COMMISSION,
Respondent.

ON PETITION FOR REVIEW OF ORDER OF THE FEDERAL TRADE COMMISSION

JOINT APPENDIX

VOLUME VI

Pages 3851 to 4522

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UNITED STATES COURT OF APPEALS
FILED
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JOSEPH TITTLE & SON, INC.

Summary of Price Discriminations, by Month, of Billings of Common Items 1/, by Borden, Inc., to A & P Stores and Joseph Tittle & Son, Inc., Village Court, both of Gary, Indiana, During Periods of October 1966-March 1967 and June 1969-March 1970.

onth	Total Net Billing To Tittle	Billing If Tittle Had Been Charged A & P Prices	Dollar Discrimination	Percent of Discrimination
ber 1966	$ 1,596.75	$ 1,447.48	$ 149.27	10.3%
mber 1966	2,008.00	1,819.47	188.53	10.4
mber 1966	2,640.72	2,340.03	300.69	12.8
ary 1967	1,689.83	1,480.51	209.32	14.1
uary 1967	2,268.44	2,012.34	256.10	12.7
h 1967	2,442.24	2,142.20	300.04	14.0
onths Total	$12,645.98	$11,242.03	$ 1,403.95	12.5%
1969	$ 2,767.74	$ 2,589.42	$ 178.32	6.9%
1969	2,842.30	2,747.35	94.95	3.5
st 1969	2,989.63	2,744.80	244.83	8.9
ember 1969	3,135.43	3,009.72	125.71	4.1
ber 1969	4,339.42	4,064.29	275.13	6.8
mber 1969	5,095.91	4,841.18	254.73	5.3
mber 1969	5,172.31	4,946.05	226.26	4.6
ary 1970	4,561.34	4,355.42	205.92	4.7
uary 1970	3,763.96	3,636.68	127.28	3.5
h 1970	3,725.38	3,613.19	112.19	3.1
onths Total	$38,393.42	$36,548.10	$ 1,845.32	5.0%

ce: Borden's Weekly Billings, Invoices, and Applicable Rebate Memoranda for Periods of October 1966-March 1967 and June 1969-March 1970.

Only Private Label Products Considered in A & P Purchases.

CX 197-A

FEDERAL TRADE COMMISSION

Docket No. 8866 COMMISSION ~~RESPONDENT~~ Exhibit No. 197A

In the Matter of: A&P Tea Co.

Date 8/14/73 Witness ______ Reporter 2R

JOSEPH TITTLE & SON, INC., VILLAGE COURT

Comparison of Net Sales of Common Items Used in Commission's Tabulations, by Month, to Total Sales of all Items Sold To Joseph Tittle & Son, Inc., Village Court, Gary, Indiana, by Borden, Inc., During Periods of October 1966-March 1967 and June 1969-March 1970.

3852

Month	Borden Net Sales Of All Items	Borden Net Sales Of Common Items	Percent Of Common Items To All Items
ctober 1966	$ 2,083.45	$ 1,596.75	76.6%
ovember 1966	2,337.20	2,008.00	85.9
ecember 1966	3,215.95	2,640.72	82.1
anuary 1967	1,913.61	1,689.83	88.3
ebruary 1967	2,626.43	2,268.44	86.4
arch 1967	2,830.26	2,442.24	86.3
ix Months Total	$15,006.90	$12,645.98	84.3%
une 1969	$ 3,356.43	$ 2,767.74	82.5%
uly 1969	3,203.34	2,842.30	88.7
ugust 1969	3,754.00	2,989.63	79.6
eptember 1969	3,713.82	3,135.43	84.4
ctober 1969	4,906.21	4,339.42	88.4
ovember 1969	5,768.97	5,095.91	88.3
ecember 1969	5,458.56	5,172.31	94.8
anuary 1969	5,208.56	4,561.34	87.6
ebruary 1969	4,859.04	3,763.96	77.5
arch 1970	4,264.91	3,725.38	87.3
n Months Total	$44,493.84	$38,393.42	86.3%

ource: Borden's Weekly Billings, Invoices, and Applicable Rebate Memoranda.

CX 197-B

FEDERAL TRADE COMMISSION
Docket No. 8866 COMMISSION ~~RESPONDENT~~ Exhibit No. 197-B

6425

[illegible]

	[redacted]						
	[redacted]	Homo			Choc.	[redacted]	Butter
Week Ended 10/8/66	[redacted]	Gal.	½ Gal.	Qt.	Qt.	[redacted]	½ Gal.
A & P Price - Gary	[redacted]	.7283	.3644	.1972	.2417	[redacted]	.3564
Tittle Net Price	[redacted]	.795	.398	.223	.263	[redacted]	.418
Percent of Discrimination	[redacted]	9.1	9.2	13.1	8.8	[redacted]	17.3

Total Net Billings to Tittle of its Purchases of These [redacted] Items	[redacted]	$ 404.63
Billing If Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	363.47
Dollar Discrimination (Overcharge)	[redacted]	41.16
Percent of Discrimination (Overcharge)	[redacted]	11.3

Week Ended 10/15/66							
A & P Price - Gary	[redacted]	.7184	.3592	.1946	.2391	[redacted]	.3512
Tittle Net Price	[redacted]	.795	.398	.223	.263	[redacted]	.33 1/
Percent of Discrimination	[redacted]	10.7	10.8	14.6	10.0	[redacted]	(6.4)

Total Net Billings to Tittle of its Purchases of These [redacted] Items	[redacted]	$ 401.26
Billing If Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	372.24
Dollar Discrimination (Overcharge)	[redacted]	29.02
Percent of Discrimination (Overcharge)	[redacted]	7.8

FEDERAL TRADE COMMISSION
Docket No. 8866 COMMISSION ~~RESPONDENT~~ Exhibit No. 147 C

CX 197C

1/ Special Price.

Note:
Percentages based on price differences divided by lowest price.
( ) indicates those products on which A & P Store does not receive lowest price.

[redacted]

PAPER										
ilk	2%	Fort. Skim		Whip Cream	H & H	[redacted]		[redacted]	[redacted]	[redacted]
Qt.	½ Gal.	½ Gal.	Qt.	½ Pt.	Pt.	[redacted]	[redacted]			
.1827	.3304	.3354	.1667	.2907	.2707	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
.223	.396	.396	.216	.32	.313	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
22.1	19.9	18.1	29.6	10.1	15.6	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
.1801	.3382	.3302	.1647	.2881	.2681	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
.223	.396	.396	.216	.32	.313	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
23.8	17.1	19.9	31.1	11.1	16.7	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]

Week Ended 10/22/66	[redacted]	Homo Gal.	Homo ½ Gal.	Homo Qt.	Choc. Qt.	[redacted]	Butter ½ Gal.
A & P Price - Gary	[redacted]	.7184	.3592	.1946	.2391	[redacted]	.3512
Tittle Net Price	[redacted]	.795	.398	.223	.263	[redacted]	.418
Percent of Discrimination	[redacted]	10.7	10.8	14.6	10.0	[redacted]	19.0

Total Net Billings to Tittle of its Purchases of These [redacted] Items	[redacted]	434.12
Billing if Tittle had been Charged Prices Paid by A & P For These Items	[redacted]	392.21
Dollar Discrimination (Overcharge)	[redacted]	41.91
Percent of Discrimination (Overcharge)	[redacted]	10.7

Week Ended 10/29/66	[redacted]	Homo Gal.	Homo ½ Gal.	Homo Qt.	Choc. Qt.	[redacted]	Butter ½ Gal.
A & P Price - Gary	[redacted]	.7224	.3612	.1956	.2401	[redacted]	.3532
Tittle Net Price	[redacted]	.795	.398	.223	.263	[redacted]	.418
Percent of Discrimination	[redacted]	10.0	10.2	14.0	9.5	[redacted]	18.3

Total Net Billings to Tittle of its Purchases of These [redacted] Items	[redacted]	356.74
Billing if Tittle had been Charged Prices paid by A & P for These Items	[redacted]	319.56
Dollar Discrimination (Overcharge)	[redacted]	37.18
Percent of Discrimination (Overcharge)	[redacted]	11.6

1/ Special Price.

FEDERAL TRADE COMMISSION
Docket No. 8866 ~~RESPONDENT~~ COMMISSION Exhibit No. 127
D

3854

CX 127D

6427

		PAPER								
ilk	2%	Fort. Skim		Whip Cream	H & H	[redacted]		[redacted]	[redacted]	[redacted]
Qt.	½ Gal.	½ Gal.	Qt.	½ Pt.	Pt.	[redacted]	[redacted]			
.1801	.3382	.3302	.1647	.2831	.2681	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
.223	.396	.396	.216	.238 1/	.313	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
23.8	17.1	19.9	31.1	(21.1)	16.7	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]

.1811	.3402	.3322	.1651	-	.2691	[redacted]	[redacted]	[redacted]	[redacted]	-
.223	.396	.395	.216	-	.313	[redacted]	[redacted]	[redacted]	[redacted]	-
23.1	16.4	19.2	30.8	-	16.3	[redacted]	[redacted]	[redacted]	[redacted]	-

Week Ended 11/5/66	[redacted] [redacted] [redacted]	Homo Gal.	 ½ Gal.	 Qt.	Choc. Qt.	[redacted] [redacted] [redacted]	Butte ½ Gal.
A & P Price - Gary	[redacted]	.7224	.3612	.1956	.2401	[redacted]	.3532
Tittle Net Price	[redacted]	.795	.398	.223	.263	[redacted]	.418
Percent of Discrimination	[redacted]	10.0	10.2	14.0	9.5	[redacted]	18.3

Total Net Billings to Tittle of its Purchases of These [redacted] Items	[redacted]	458.66
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	414.83
Dollar Discrimination (Overcharge)	[redacted]	43.83
Percent of Discrimination (Overcharge)	[redacted]	10.6

Week Ended 11/12/66							
A & P Price - Gary	[redacted]	.7224	.3612	.1956	.2401	[redacted]	.3532
Tittle Net Price	[redacted]	.795	.398	.223	.22 1/	[redacted]	.418
Percent of Discrimination	[redacted]	10.0	10.2	14.0	(9.1)	[redacted]	18.3

Total Net Billings to Tittle of its Purchases of These [redacted] Items	[redacted]	532.88
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	485.71
Dollar Discrimination (Overcharge)	[redacted]	47.17
Percent of Discrimination (Overcharge)	[redacted]	9.7

1/ Special Price.

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CX 197-E

PAPER										
milk	2%	Fort. Skim		Whip Cream	H & H	[redacted]		[redacted]	[redacted]	[redacted]
Qt.	½ Gal.	½ Gal.	Qt.	½ Pt.	Pt.	[redacted]	[redacted]			
.1811	.3402	.3322	.1651	.2891	.2691	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
.18 1/	.396	.396	.216	.32	.313	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
(.6)	16.4	19.2	30.8	10.7	16.3	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]

.1811	.3402	.3322	.1651	.2891	.2691	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
.223	.396	.396	.216	.32	.313	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
23.1	16.4	19.2	30.8	10.7	16.3	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]

	[redacted]	Homo			Choc.	[redacted]
Week Ended 11/19/66	[redacted] [redacted]	Gal.	½ Gal.	Qt.	Qt.	[redacted] [redacted]
A & P Price - Cary	[redacted]	.7224	.3612	.1956	.2401	[redacted]
Tittle Net Price	[redacted]	.795	.393	.223	.263	[redacted]
Percent of Discrimination	[redacted]	10.0	10.2	14.0	9.5	[redacted]

Total Net Billings to Tittle of its Purchases of These [redacted] Items	[redacted]	513.75
Billing If Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	470.11
Dollar Discrimination (Overcharge)	[redacted]	43.64
Percent of Discrimination (Overcharge)	[redacted]	9.3

3856

Week Ended 11/26/66						
A & P Price - Cary	[redacted]	.7184	.3592	.1946	.2391	[redacted]
Tittle Net Price	[redacted]	.795	.393	.223	.263	[redacted]
Percent of Discrimination	[redacted]	10.7	10.8	14.6	10.0	[redacted]

Total Net Billings to Tittle of its Purchases of These [redacted] Items	[redacted]	502.71
Billing If Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	448.82
Dollar Discrimination (Overcharge)	[redacted]	53.89
Percent of Discrimination (Overcharge)	[redacted]	12.0

FEDERAL TRADE COMMISSION
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CX 197-F

6429

1/ Special Price.

PAPER												
Buttermilk		2%	Fort. Skim		Egg Nog	Whip Cream	H & H	[redacted]		[redacted]	[redacted]	[redacted]
Gal.	Qt.	½ Gal.	½ Gal.	Qt.	Qt.	½ Pt.	Pt.	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
.3532	.1811	.3402	.3322	.1651	.4570	.2891	.2691	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
.418	.223	.396	.396	.216	.49	.32	.27 1/	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
8.3	23.1	16.4	19.2	30.8	7.2	10.7	.3	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
.3512	.1801	.3382	.3302	.1641	.4570	.2881	.2631	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
.418	.223	.396	.396	.216	.49	.32	.313	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
19.0	23.8	17.1	19.9	31.6	7.2	11.1	16.7	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]

Week Ended 12/3/66	[redacted]	Homo Gal.	Homo ½ Gal.	Homo Qt.	Choc. Qt.	[redacted]
A & P Price - Cary	[redacted]	.7184	.3592	.1946	.2391	[redacted]
Tittle Net Price	[redacted]	.795	.398	.223	.263	[redacted]
Percent of Discrimination	[redacted]	10.7	10.8	14.6	10.0	[redacted]

Total Net Billings To Tittle Of Its Purchases Of These [redacted] Items	[redacted]	398.74
Billing If Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	355.06
Dollar Discrimination (Overcharge)	[redacted]	43.68
Percent of Discrimination (Overcharge)	[redacted]	12.3

Week Ended 12/10/66						
A & P Price - Cary	[redacted]	.7184	.3592	.1946	.2391	-
Tittle Net Price	[redacted]	.795	.398	.223	.263	-
Percent of Discrimination	[redacted]	10.7	10.8	14.6	10.0	-

Total Net Billings to Tittle Of Its Purchases Of These [redacted] Items	[redacted]	468.93
Billing If Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	417.43
Dollar Discrimination (Overcharge)	[redacted]	51.50
Percent of Discrimination (Overcharge)	[redacted]	12.3

FEDERAL TRADE COMMISSION
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[redacted]

CX 197-G

PAPER												
Buttermilk		2%	Fort. Skim		Whip Cream	H & H	[redacted]		[redacted]	[redacted]	Egg Nog	[redacted]
½ Gal.	Qt.	½ Gal.	½ Gal.	Qt.	½ Pt.	Pt.	[redacted]	[redacted]	[redacted]	[redacted]	Qt.	[redacted]
.3512	.1801	.3382	.3302	.1641	.2881	.2681	[redacted]	[redacted]	[redacted]	[redacted]	-	[redacted]
.418	.223	.396	.396	.216	.32	.313	[redacted]	[redacted]	[redacted]	[redacted]	-	[redacted]
19.0	23.8	17.1	19.9	31.6	11.1	16.7	[redacted]	[redacted]	[redacted]	[redacted]	-	[redacted]

.3512	.1801	.3382	.3302	.1641	.2881	.2681	[redacted]	[redacted]	[redacted]	[redacted]	.4570	[redacted]
.418	.223	.396	.396	.216	.32	.313	[redacted]	[redacted]	[redacted]	[redacted]	.49	[redacted]
19.0	23.8	17.1	19.9	31.6	11.1	16.7	[redacted]	[redacted]	[redacted]	[redacted]	7,2	[redacted]

Week Ended 12/17/66	[redacted]	Homo Gal.	Homo ½ Gal.	Homo Qt.	Choc. Qt.	Buttermil ½ Gal.	
A & P Price - Cary	[redacted]	.7028	.3514	.1907	.2352	.3434	
Tittle Net Price	[redacted]	.795	.398	.223	.263	.418	
Percent of Discrimination	[redacted]	13.1	13.3	16.9	11.8	21.7	25

Total Net Billings to Tittle of its Purchases of These [redacted] Items	[redacted]	401.75
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	351.33
Dollar Discrimination (Overcharge)	[redacted]	50.42
Percent of Discrimination (Overcharge)	[redacted]	14.4

Week Ended 12/24/66						
A & P Price - Cary	[redacted]	.7023	.3514	.1907	.2352	.3434
Tittle Net Price	[redacted]	.795	.393	.223	.263	.418
Percent of Discrimination	[redacted]	13.1	13.3	16.9	11.8	21.7

Total Net Billings to Tittle of its Purchases of These [redacted] Items	[redacted]	724.83
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	645.09
Dollar Discrimination (Overcharge)	[redacted]	79.74
Percent of Discrimination (Overcharge)	[redacted]	12.4

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1/ Special Price.

CX 197-H

PAPER												
	2%	Fort. Skim		Egg Nog	Whip Cream	H & H	[redacted]		[redacted]	[redacted]	[redacted]	[redacted]
t.	½ Gal.	½ Gal.	Qt.	Qt.	½ Pt.	Pt.	[redacted]	[redacted]				
.1762	.3304	.3224	.1602	.4570	.2842	.2642	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
.223	.396	.396	.216	.49	.32	.313	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
.6	19.9	22.8	34.8	7.2	12.6	18.5	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
.1762	.3304	.3224	.1602	.4570	.2842	.2642	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
.223	.396	.396	.216	.49	.27 1/	.313	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
26.6	19.9	22.8	34.8	7.2	(5.3)	18.5	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]

	[redacted]					
	[redacted]	Home			Choc.	[redacted]
Week Ended 12/31/66	[redacted]	Gal.	½ Gal.	Qt.	Qt.	[redacted]
A & P Price - Cary	[redacted]	.7028	.3514	.1907	.2352	[redacted]
Tittle Net Price	[redacted]	.795	.398	.223	.263	[redacted]
Percent of Discrimination	[redacted]	13.1	13.3	16.9	11.8	[redacted]

Total Net Billings to Tittle of its Purchases of These [redacted] Items	[redacted]	646.47
Billing If Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	571.12
Dollar Discrimination (Overcharge)	[redacted]	75.35
Percent of Discrimination (Overcharge)	[redacted]	13.2

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CX 197-

8432

PAPER												
Buttermilk		2%	Fort. Skim		Egg Nog	Whip Cream	H & H	Sour Cream		[redacted]	[redacted]	[redacted]
½ Gal.	Qt.	½ Gal.	½ Gal.	Qt.	Qt.	½ Pt.	Pt.	16 Oz.	8 Oz.			
.3434	.1762	.3204	.3224	.1602	.4570	.2842	.2642	.4805	.2455	[redacted]	[redacted]	[redacted]
.418	.223	.395	.396	.216	.49	.32	.313	.511	.263	[redacted]	[redacted]	[redacted]
21.7	26.6	19.9	22.8	34.8	7.2	12.6	18.5	6.3	7.1	[redacted]	[redacted]	[redacted]

3859

Week Ended 1/7/67	[redacted]	Homo Gal.	Homo ½ Gal.	Homo Qt.	Choc. Qt.	[redacted]	Butterm ½ Gal.
A & P Price - Gary	[redacted]	.7028	.3514	.1907	.2352	[redacted]	.3434
Tittle Net Price	[redacted]	.7950	.3980	.2230	.2630	[redacted]	.4180
Percent of Discrimination	[redacted]	13.1	13.3	16.9	11.8	[redacted]	21.7

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	512.31
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	449.64
Dollar Discrimination (Overcharge)	[redacted]	62.67
Percent of Discrimination (Overcharge)	[redacted]	13.9

Week Ended 1/14/67	[redacted]					[redacted]	
A & P Price - Gary	[redacted]	.7028	.3514	.1907	.2352	[redacted]	.3434
Tittle Net Price	[redacted]	.7950	.3980	.2230	.2630	[redacted]	.418
Percent of Discrimination	[redacted]	13.1	13.3	16.9	11.8	[redacted]	21.7

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	425.42
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	370.88
Dollar Discrimination (Overcharge)	[redacted]	54.54
Percent of Discrimination (Overcharge)	[redacted]	14.7

3860

FEDERAL TRADE COMMISSION
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5

64337

187-

P A P E R									
lk	2%	Fort. Skim		Egg Nog	Whip Cream	H & H	Sour Cream	[redacted]	[redacted]
Qt.	½ Gal.	½ Gal.	Qt.	Qt.	½ Pt.	Pt.	8 Oz.		
.1762	.3304	.3224	.1602	.4570	.2842	.2642	.2455	[redacted]	[redacted]
.2230	.3960	.3960	.2160	.4900	.3200	.3130	.2630	[redacted]	[redacted]
26.6	19.9	22.8	34.8	7.2	12.6	18.5	7.1	[redacted]	[redacted]

.1762	.3304	.3224	.1602	-	.2842	.2642	.2455	[redacted]	[redacted]
.2230	.3960	.3960	.2160	-	.3200	.3130	.2630	[redacted]	[redacted]
26.5	19.[illegible]	22.8	34.8	-	12.6	18.5	7.1	[redacted]	[redacted]

Week Ended 1/21/67	[illegible]	Homo Gal.	 ½ Gal.	 Qt.	Choc. Qt.
A & P Price - Gary	[redacted]	.7028	.3514	.1907	.2352
Tittle Net Price	[redacted]	.7950	.3980	.2230	.2630
Percent of Discrimination	[redacted]	13.1	13.3	16.9	11.8

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	470.85
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	411.25
Dollar Discrimination (Overcharge)	[redacted]	59.60
Percent of Discrimination (Overcharge)	[redacted]	14.5

Week Ended 1/28/67					
A & P Price - Gary	[redacted]	.7028	.3514	.1907	.2352
Tittle Net Price	[redacted]	.7950	.3980	.2230	.2630
Percent of Discrimination	[redacted]	13.1	13.3	16.9	11.8

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	281.25
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	248.74
Dollar Discrimination (Overcharge)	[redacted]	32.51
Percent of Discrimination (Overcharge)	[redacted]	13.1

1/ Special Price.

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CX 147-K

[redacted]	PAPER											
	Buttermilk		2%	Fort. Skim		Whip Cream	H & H	Sour Cream		[redacted]	[redacted]	[redacted]
	½ Gal.	Qt.	½ Gal.	½ Gal.	Qt.	½ Pt.	Pt.	16 Oz.	8 Oz.			
[redacted]	.3434	.1762	.3304	.3224	.1602	.2842	.2642	.4805	.2-55	[redacted]	[redacted]	[redacted]
[redacted]	.4180	.2230	.3960	.3960	.2160	.3200	.3130	.5110	.2630	[redacted]	[redacted]	[redacted]
[redacted]	21.7	26.6	19.9	22.8	34.8	12.6	18.5	6.3	7.1	[redacted]	[redacted]	[redacted]

[redacted]	.3434	.1762	.3304	.3224	.1602	-	.2642	.4405	.2255	[redacted]	[redacted]	[redacted]
[redacted]	.4180	.2230	.3460 1/	.3960	.2160	-	.3130	.5110	.2630	[redacted]	[redacted]	[redacted]
	21.7	26.6	4.7	22.8	34.8	-	18.5	16.0	16.6	[redacted]	[redacted]	[redacted]

3861

	[redacted]	Homo			Choc.	[redacted]
Week Ended 2/4/67	[redacted]	Gal.	½ Gal.	Qt.	Qt.	[redacted]
A & P Price - Gary	[redacted]	.7028	.3514	.1907	.2352	[redacted]
Tittle Net Price	[redacted]	.7950	.3980	.2230	.2630	[redacted]
Percent of Discrimination	[redacted]	13.1	13.3	16.9	11.8	[redacted]

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	809.48
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	711.45
Dollar Discrimination (Overcharge)	[redacted]	98.03
Percent of Discrimination (Overcharge)	[redacted]	13.8

Week Ended 2/11/67						
A & P Price - Gary	[redacted]	.7028	.3514	.1907	.2352	[redacted]
Tittle Net Price	[redacted]	.7950	.3980	.2230	.2130 1/	[redacted]
Percent of Discrimination	[redacted]	13.1	13.3	16.9	(10.4)	[redacted]

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	418.33
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	377.21
Dollar Discrimination (Overcharge)	[redacted]	41.12
Percent of Discrimination (Overcharge)	[redacted]	10.9

1/ Special Price.

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CX 197-2

PAPER

Buttermilk		2%	Fort. Skim		Whip Cream	H & H	Sour Cream		[redacted]	[redacted]	[redacted]
½ Gal.	Qt.	½ Gal.	½ Gal.	Qt.	½ Pt.	Pt.	16 Oz.	8 Oz.			
.3434	.1762	.3304	.3224	.1602	.2842	.2642	.4805	.2455	[redacted]	[redacted]	[redacted]
.4180	.2230	.3960	.3960	.2160	.3200	.3130	.5110	.2630	[redacted]	[redacted]	[redacted]
21.7	26.6	19.9	22.8	34.8	12.6	18.5	6.3	7.1	[redacted]	[redacted]	[redacted]

.3434	.1762	.3304	.3224	.1602	.2842	.2642	.4805	.2455	[redacted]	[redacted]	[redacted]
.4180	.2230	.3960	.3960	.2160	.3200	.3130	.5110	.2630	[redacted]	[redacted]	[redacted]
21.7	26.6	19.9	22.8	34.8	12.6	18.5	6.3	7.1	[redacted]	[redacted]	[redacted]

Week Ended 2/18/67	[redacted]	Homo Gal.	 ½ Gal.	 Qt.	Choc. Qt.
A & P Price - Gary	[redacted]	.7028	.3514	.1907	-
Tittle Net Price	[redacted]	.7950	.3980	.2230	-
Percent of Discrimination	[redacted]	13.1	13.3	16.9	-

Total Net Billing to Tittle of Its Purchases of These [redacted] Items	[redacted]	532.66
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	471.18
Dollar Discrimination (Overcharge)	[redacted]	61.48
Percent of Discrimination (Overcharge)	[redacted]	13.0

Week Ended 2/25/67					
A & P Price - Gary	[redacted]	.7028	.3514	.1907	.2352
Tittle Net Price	[redacted]	.7950	.3980	.2230	.2630
Percent of Discrimination	[redacted]	13.1	13.3	16.9	11.8

Total Net Billing to Tittle of Its Purchases of These [redacted] Items	[redacted]	507.97
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	452.50
Dollar Discrimination (Overcharge)	[redacted]	55.47
Percent of Discrimination (Overcharge)	[redacted]	12.3

1/ Special Price.

FEDERAL TRADE COMMISSION
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CX 197-M

[redacted]	PAPER											
	Buttermilk		2%	Fort. Skim		Whip Cream	H & H	Sour Cream		[redacted]	[redacted]	[redacted]
	½ Gal.	Qt.	½ Gal.	½ Gal.$	Qt.	½ Pt.	Pt.	16 Oz.	8 Oz.			
[redacted]	.3434	.1762	.3304	.3224	.1602	.2842	.2642	.4805	.2455	[redacted]	[redacted]	[redacted]
[redacted]	.3680 1/	.2230	.3960	.3960	.2160	.3200	.3130	.5110	.2630	[redacted]	[redacted]	[redacted]
	7.2	26.6	19.9	22.8	34.8	12.6	18.5	6.3	7.1	[redacted]	[redacted]	[redacted]
										[redacted]	[redacted]	[redacted]

[redacted]	.3434	.1762	.3304	.3224	.1602	.2842	.2642	.4805	.2455	[redacted]	[redacted]	[redacted]
[redacted]	.4180	.2230	.3960	.3960	.2160	.3200	.2630 1/	.5110	.2630	[redacted]	[redacted]	[redacted]
	21.7	26.6	19.9	22.8	34.8	12.6	(.5)	6.3	7.1	[redacted]	[redacted]	[redacted]

	[redacted]	Homo			Choc.	[redacted]
Week Ended 3/4/67	[redacted]	Gal.	½ Gal.	Qt.	Qt.	[redacted]
A & P Price - Cary	[redacted]	.7028	.3514	.1907	.2352	[redacted]
Tittle Net Price	[redacted]	.7950	.3980	.2230	.2630	[redacted]
Percent of Discrimination	[redacted]	13.1	13.3	16.9	11.8	[redacted]

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	431.11
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	383.74
Dollar Discrimination (Overcharge)	[redacted]	47.37
Percent of Discrimination (Overcharge)	[redacted]	12.3

Week Ended 3/11/67						
A & P Price - Cary	[redacted]	.7028	.3514	.1907	.2352	[redacted]
Tittle Net Price	[redacted]	.7950	.3950	.2230	.2630	[redacted]
Percent of Discrimination	[redacted]	13.1	13.3	16.9	11.8	[redacted]

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	494.03
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	444.99
Dollar Discrimination (Overcharge)	[redacted]	49.04
Percent of Discrimination (Overcharge)	[redacted]	11.0

1/ Special Price.

FEDERAL TRADE COMMISSION
Docket No. 8866 COMMISSION ~~RESPONDENT~~ Exhibit No. 197-N

CX 197-N

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PAPER

Buttermilk		2%	Fort. Skim		Whip Cream	H & H	Sour Cream		[redacted]	[redacted]	[redacted]
½ Gal.	Qt.	½ Gal.	½ Gal.	Qt.	½ Pt.	Pt.	16 Oz.	8 Oz.			
.3434	.1762	.3304	.3224	.1602	.2842	.2642	.4805	.2455	[redacted]	[redacted]	[redacted]
.4180	.1730 1/	.3960	.3960	.2160	.3200	.3130	.5110	.2630	[redacted]	[redacted]	[redacted]
21.7	(1.8)	19.9	22.8	34.8	12.6	18.5	6.3	7.1	[redacted]	[redacted]	[redacted]

.3434	.1762	.3304	.3224	.1602	.2842	.2642	-	.2455	[redacted]	[redacted]	[redacted]
.4180	.2230	.3960	.3960	.2160	.3200	.3130	-	.2130 1/	[redacted]	[redacted]	[redacted]
21.7	26.6	19.9	22.8	34.8	12.6	18.5	-	(15.3)	[redacted]	[redacted]	[redacted]

Week Ended 3/18/67	[redacted]	Homo Gal.	Homo ½ Gal.	Homo Qt.	Choc. Qt.	[redacted]	Butterm ½ Gal.
A & P Price - Gary	[redacted]	.6752	.3376	.1838	.2283	[redacted]	.3296
Tittle Net Price	[redacted]	.7950	.3980	.2230	.2630	[redacted]	.4180
Percent of Discrimination	[redacted]	17.7	17.9	21.3	15.2	[redacted]	26.8

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	433.01
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	363.67
Dollar Discrimination (Overcharge)	[redacted]	69.34
Percent of Discrimination (Overcharge)	[redacted]	19.1

Week Ended 3/25/67							
A & P Price - Gary	[redacted]	.6752	.3376	.1838	.2283	[redacted]	.3296
Tittle Net Price	[redacted]	.7950	.3980	.2230	.2630	[redacted]	.4180
Percent of Discrimination	[redacted]	17.7	17.9	21.3	15.2	[redacted]	26.8

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	622.84
if Tittle Had Been Charged Paid by A & P For These Items	[redacted]	537.44
Dollar Discrimination (Overcharge)	[redacted]	85.40
Percent of Discrimination (Overch)	[redacted]	15.9

FEDERAL TRADE COMMISSION
Docket No. 8866 COMMISSION ~~RESPONDENT~~ Exhibit No. 197

6438

CX197-0

1/ Special Price.

PAPER										
lk	2%	Fort. Skim		Whip Cream	H & H	Sour Cream		[redacted]	Onion Dip	[redacted]
Qt.	½ Gal.	½ Gal.	Qt.	½ Pt.	Pt.	16 Oz.	8 Oz.		½ Pt	
.1693	.3166	.3086	.1533	.2773	.2573	.4667	.2386	[redacted]	.2506	[redacted]
.2230	.3960	.3960	.2160	.3200	.3130	.5110	.2630	[redacted]	.3100	[redacted]
31.7	25.1	28.3	40.9	15.4	21.6	9.5	10.2	[redacted]	10.5	[redacted]

.1693	.3166	.3086	.1533	.2773	.2573	.4667	.2386	[redacted]	.2805	[redacted]
.2230	.3960	.3960	.2160	.2700 1/	.3130	.5110	.2630	[redacted]	.3100	[redacted]
31.7	25.1	28.3	40.9	(2.7)	21.6	9.5	10.2	[redacted]	10.5	[redacted]

Week Ended 4/1/67	[redacted]	Homo Gal.	Homo ½ Gal.	Homo Qt.	Choc. Qt.	Butter ½ Gal.
A & P Price - Gary	[redacted]	.6752	.3376	.1838	.2283	.3296
Tittle Net Price	[redacted]	.7950	.3980	.2230	.2130 1/	.4160
Percent of Discrimination	[redacted]	17.7	17.9	21.3	(7.2)	26.8

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	461.25
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	412.36
Dollar Discrimination (Overcharge)	[redacted]	48.89
Percent of Discrimination (Overcharge)	[redacted]	11.9

FEDERAL TRADE COMMISSION
Docket No. 8866 COMMISSION ~~RESPONDENT~~ Exhibit No. 197 P

3866

6439

CX 197-P

1/ Special Price.

P A P E R				Whip Cream	H & H	Sour Cream		[redacted]
ilk	2%	Fort. Skim						
Qt.	½ Gal.	½ Gal.	Qt.	½ Pt.	Pt.	16 Oz.	8 Oz.	
.1693	.3166	.3086	.1533	.2773	.2573	.4667	.386	[redacted]
.2230	.3960	.3960	.2160	.3200	.3130	.5110	.2630	[redacted]
31.7	25.1	28.3	40.9	15.4	21.6	9.5	10.2	[redacted]

[redacted]

Week Ended 6/7/69	Homo Gal.	Homo ½ Gal.	Homo Qt.	Chocolate [redacted]	Chocolate Qt.	Buttermi ½ Gal.
A & P Price - Gary	.7632	.3816	.2058	[redacted]	.2503	.3200
Tittle Net Price	.8623	.4316	.2286	[redacted]	.2717	.4316
Percent of Discrimination	13.0	13.1	11.1	[redacted]	8.5	34.9

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	660.31
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	583.29
Dollar Discrimination (Overcharge)	[redacted]	77.02
Percent of Discrimination (Overcharge)	[redacted]	13.2

Week Ended 6/14/69	Homo Gal.	Homo ½ Gal.	Homo Qt.	Chocolate [redacted]	Chocolate Qt.	Buttermi ½ Gal.
A & P Price - Gary	.7632	.3816	.2058	[redacted]	.2503	.3200
Tittle Net Price	.8623	.4316	.2286	[redacted]	.2717	.4316
Percent of Discrimination	13.0	13.1	11.1	[redacted]	8.5	34.9

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	912.87
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	911.73
Dollar Discrimination (Overcharge)	[redacted]	1.14
Percent of Discrimination (Overcharge)	[redacted]	.1

1/ Special Price.

Note: Percentages based on price differences divided by lowest price.
( ) indicates those products on which A & P Store does not receive lowest price.

FEDERAL TRADE COMMISSION
Docket No. 8866 COMMISSION Exhibit No. 197
~~RESPONDENT~~ G

CX 197-G

6440

	PAPER										
lk	2%		Fort. Skim		Whip Cream	H & H	Sour Cream		[redacted]	Onion Dip	[redacted]
Qt.	Gal.	½ Gal.	½ Gal.	Qt.	½ Pt.	Pt.	15 Oz.	8 Oz.		½ Pt.	
.1913	.7212	.3606	.3526	.1753	.2993	.2768	.5067	.2586	[redacted]	.3036	[redacted]
.2286	.7897	.4110	.4110	.2217	.3178	.3120	.5101	.2629	[redacted]	.2952	[redacted]
19.5	9.5	14.0	16.6	26.5	6.2	12.7	.7	1.7	[redacted]	(.5)	[redacted]

.1913	-	.3606	.3526	.1753	.2993	-	.5067	.2586	[redacted]	-	[redacted]
.2286	-	3188 ~~[illegible]~~ 1/	.4110	.2217	.3178	-	.5101	.2629	[redacted]	-	[redacted]
19.5	-	(13.1)	16.6	26.5	6.2	-	.7	1.7	[redacted]	-	[redacted]

[illegible] does not reflect lowest price.

	Homo			Chocolate		Buttermilk	
Week Ended 6/21/69	Gal.	½ Gal.	Qt.	[redacted]	Qt.	½ Gal.	Qt.
A & P Price - Ca[illegible]	.7632	.3816	.2058	[redacted]	.2503	.3736	.1913
Tittle Net Price	.8623	.4316	.2286	[redacted]	.2717	.4316	.228
Percent of Discrimination	13.0	13.1	11.1	[redacted]	8.5	15.5	19.5

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	494.48
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	439.30
Dollar Discrimination (Overcharge)	[redacted]	55.18
Percent of Discrimination (Overcharge)	[redacted]	12.5

	Homo			Chocolate		Buttermilk
Week Ended 6/28/69						
A & P Price - Cary	.7632	.3816	.2058	[redacted]	.2503	.3736
Tittle Net Price	.8623	.4316	.2286	[redacted]	.2717	.4316
Percent of Discrimination	13.0	13.1	11.1	[redacted]	8.5	15.5

(21

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	700.14
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	655.10
Dollar Discrimination (Overcharge)	[redacted]	45.04
Percent of Discrimination (Overcharge)	[redacted]	6.9

1/ Special Price.

FEDERAL TRADE COMMISSION
Exhibit No. 177 COMMISSION ~~RESPONDENT~~ R
Doc. No. 8866

CX177-R

DAIRY				Whip Cream	H & H	Sour Cream		[illegible]	[illegible]
2%		Fort. Skim							
Gal.	½ Gal.	½ Gal.	Qt.	½ Pt.	Pt.	16 Oz.	8 Oz.		
			.1753	.2993	.2400	.5067	.2586	[redacted]	[redacted]
.7212	.3606	.3526	.2217	.3178	.3120	.5101	.2629	[redacted]	[redacted]
.7897	.4110	.4110	26.5	6.2	20.0	.7	1.7	[redacted]	[redacted]
9.5	14.0	16.6							

								.2586	[redacted]	[redacted]
				.1753	.2993	.2400	.5067	.2629	[redacted]	[redacted]
1913	.7212	.3606	.3526	.2217	.3178	.3120	.5101	1.7	[redacted]	[redacted]
1570 1/	.7897	.4110	.4110	26.5	6.2	30.0	.7			
8)	9.5	14.0	16.6							

	Homo			Chocolate		Buttermilk	
Week Ended 7/5/69	Gal.	½ Gal.	Qt.	Qt.	[redacted]	½ Gal.	Qt.
A & P Price - Gary	.7632	.3816	.2058	.2503	[redacted]	.3736	.1913
Tittle Net Price	.8614	.4312	.2283	.2715	[redacted]	.4312	.2283
Percent of Discrimination	12.9	13.0	10.9	8.5	[redacted]	15.4	19.3

Total Net Billing to Tittle of its Purchases of These 17 Items [redacted] 583.37

Billing if Tittle Had Been Charged Prices Paid by A & P For These Items [redacted] 520.10

Dollar Discrimination (Overcharge) [redacted] 63.27

Percent of Discrimination (Overcharge) [redacted] 12.2

Week Ended 7/12/69							
A & P Price - Gary	.7732	.3866	.2083	.2528	[redacted]	.3786	.1938
Tittle Net Price	.8614	.4312	.2283	.2715	[redacted]	.4312	.1568
Percent of Discrimination	11.4	11.5	9.6	7.4	[redacted]	13.9	(23.6)

Total Net Billing to Tittle of its Purchases of These 17 Items [redacted] 646.97

Billing if Tittle Had Been Charged Prices Paid by A & P For These Items [redacted] 617.75

Dollar Discrimination (Overcharge) [redacted] 29.22

Percent of Discrimination (Overcharge) [redacted] 4.7

1/ Special Price.

FEDERAL TRADE COMMISSION
Docket No. 8866 COMMISSION ~~RESPONDENT~~ Exhibit No. 197
5

CX197

PAPER				Whip Cream	H & H	Sour Cream					
2%		Fort. Skim						[redacted]	[redacted]	[redacted]	
al.	½ Gal.	½ Gal.	Qt.	½ Pt.	Pt.	16 Oz.	8 Oz.				
.7212	.3606	.3526	.1753	.2993	.2768	.5067	.2556	[redacted]	[redacted]	[redacted]	
.7889	.4106	.4106	.2215	.3175	.3116	.5096	.2626	[redacted]	[redacted]	[redacted]	
9.4	13.9	16.4	26.4	6.1	12.6	.6	1.5	[redacted]	[redacted]	[redacted]	
.7312	.3656	.3576	.1778	.3018	.2793	.5117	.2611	[redacted]	[redacted]	[redacted]	[redacted]
1/ .7889	.4106	.4106	.2215	.3175	.3116	.5096	.2626	[redacted]	[redacted]	[redacted]	[redacted]
7.9	12.3	14.8	24.6	5.2	11.6	(.4)	.6	[redacted]	[redacted]	[redacted]	

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FEDERAL TRADE COMMISSION
Docket No. 8866 COMMISSION ~~RESPONDENT~~ Exhibit No. 197

CX 197-T

3870

Week Ended 7/19/69	Homo Gal.	Homo ½ Gal.	Homo Qt.	Chocolate Qt.	[redacted]	Buttermilk ½ Gal.	Buttermilk Qt.
A & P Price - Cary	.7732	.3866	.2083	.2528	[redacted]	.3785	.1938
Tittle Net Price	.8614	.4312	.2283	.2136 1/	[redacted]	.4312	.2283
Percent of Discrimination	11.4	11.5	9.6	(18.4)	[redacted]	13.9	17.8

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	760.64
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	747.00
Dollar Discrimination (Overcharge)	[redacted]	13.64
Percent of Discrimination (Overcharge)	[redacted]	1.8

Week Ended 7/26/69	Homo Gal.	Homo ½ Gal.	Homo Qt.	Chocolate Qt.	[redacted]	Buttermilk ½ Gal.	Buttermilk Qt.
A & P Price - Cary	.7732	.3866	.2083	.2528	[redacted]	.3786	.1938
Tittle Net Price	.8614	.4312	.2283	.2715	[redacted]	.4312	.2283
Percent of Discrimination	11.4	11.5	9.6	7.4	[redacted]	13.9	17.8

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	851.32
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	862.50
Dollar Discrimination (Overcharge)	[redacted]	(11.18)
Percent of Discrimination (Overcharge)	[redacted]	(1.3)

1/ Special Price.

P A P E R												
	2%		Fort. Skim		Whip Cream	H & H	Sour Cream		[redacted]	Onion Dip	[redacted]	
Gal.	½ Gal.	½ Gal.	½ Gal.	Qt.	½ Pt.	Pt.	16 Oz.	6 Oz.		½ Pt.		[redacted]
.7312	.3656	.3656	.3576	.1778	.3018	.2793	.5117	.2611	[redacted]	.3031	[redacted]	[redacted]
.7889	.3234 1/	.4106	.4106	.2215	.3175	.3116	.5096	.2626	[redacted]	.2989	[redacted]	[redacted]
7.9	(13.0)	12.3	14.8	24.6	5.2	11.6	(.4)	.6	[redacted]	(1.4)	[redacted]	[redacted]

-	.3656	-	.3576	.1778	.3018	.2793	.5117	.2611	[redacted]	-	[redacted]	[redacted]
-	.3234 1/	-	.4106	.2215	.3175	.3116	.5096	.2626	[redacted]	-	[redacted]	[redacted]
-	(13.0)	-	14.8	24.6	5.2	11.6	(.4)	.6	[redacted]	-	[redacted]	[redacted]

Week Ended 8/2/69	Homo Gal.	Homo ½ Gal.	Homo Qt.	Chocolate Qt.	Chocolate [redacted]	Buttermilk ½ Gal.	Buttermilk Qt.
A & P Price - Gary	.7732	.3866	.2083	.2528	[redacted]	.3786	.193
Tittle Net Price	.8614	.4312	.2283	.2715	[redacted]	.4312	.223
Percent of Discrimination	11.4	11.5	9.6	7.4	[redacted]	13.9	17.8

Total Net Billing to Tittle of its Purchases of These [redacted] Items [redacted] 658.87

Billing if Tittle Had Been Charged Prices Paid by A & P For These Items [redacted] 594.23

Dollar Discrimination (Overcharge) [redacted] 64.64

Percent of Discrimination (Overcharge) [redacted] 10.9

Week Ended 8/9/69	Homo Gal.	Homo ½ Gal.	Homo Qt.	Chocolate Qt.	Chocolate [redacted]	Buttermilk ½ Gal.
A & P Price - Gary	.7732	.3866	.2083	.2528	[redacted]	.3786
Tittle Net Price	.8614	.4312	.2283	.2715	[redacted]	.3234 1/
Percent of Discrimination	11.4	11.5	9.6	7.4	[redacted]	(17.1)

Total Net Billing to Tittle of its Purchases of These [redacted] Items [redacted] 596.68

Billing if Tittle Had Been Charged Prices Paid by A & P For These Items [redacted] 572.76

Dollar Discrimination (Overcharge) [redacted] 23.92

Percent of Discrimination (Overcharge) [redacted] 4.2

1/ Special Price.

FEDERAL TRADE COMMISSION
Docket No. 8866 COMMISSION ~~RESPONDENT~~ Exhibit No. 197 C

CX 197-U

PAPER										
2%		Fort. Skim		Whip Cream	H & H	Sour Cream		[illegible]	[illegible]	[illegible]
Gal.	½ Gal.	½ Gal.	Qt.	½ Pt.	Pt.	16 Oz.	8 Oz.	[illegible]	½ Pt.	[illegible]
.7312	.3656	.3576	.1778	.2450	.2793	.5117	.2611	[redacted]	.3031	[redacted]
.7889	.4106	.4106	.2215	.2450 1/	.3116	.5096	.2626	[redacted]	.2959	[redacted]
7.9	12.3	14.8	24.6	.0	11.6	(.4)	.6	[redacted]	(1.4)	[redacted]

.1938	.7312	.3656	.3576	.1778	.3018	.2793	.5117	.2611	[redacted]	.3031	[redacted]
.2283	.7889	.4106	.4106	.2215	.3175	.3116	.5096	.2626	[redacted]	.2959	[redacted]
17.8	7.9	12.3	14.8	24.6	5.2	11.6	(.4)	.6	[redacted]	(1.4)	[redacted]

	Homo			Chocolate		Buttermilk	
Week Ended 8/16/69	Gal.	½ Gal.	Qt.	Qt.	[redacted]	½ Gal.	Qt.
A & P Price - Gary	.7732	.3866	.2083	.2528	[redacted]	.3736	.1938
Tittle Net Price	.8614	.4312	.2283	.2715	[redacted]	.4312	.2283
Percent of Discrimination	11.4	11.5	9.6	7.4	[redacted]	13.9	17.8

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	556,84
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	507.45
Dollar Discrimination (Overcharge)	[redacted]	49.39
Percent of Discrimination (Overcharge)	[redacted]	9.7

Week Ended 8/23/69						
A & P Price - Gary	.7732	.3866	.2083	.2528	[redacted]	.3786
Tittle Net Price	.8614	.4312	.2283	.2715	[redacted]	.4312
Percent of Discrimination	11.4	11.5	9.6	7.4	[redacted]	13.9

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	549.39
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	506.20
Dollar Discrimination (Overcharge)	[redacted]	43.19
Percent of Discrimination (Overcharge)	[redacted]	8.5

1/ Special Price.

3872

FEDERAL TRADE COMMISSION
Docket No. 8866 COMMISSION Exhibit No. 197
~~RESPONDENT~~

CX 197-V

P A P E R									
2%		Fort. Skim		Whip Cream	H & H	[illegible]		[illegible]	[illegible]
Gal.	½ Gal.	½ Gal.	Qt.	½ Pt.	Pt.	16 Oz.	8 Oz.		
.7312	.3656	.3576	.1778	.3018	.2793	.4300	.2611	-	[redacted]
.7889	.4106	.4106	.2215	.3175	.3116	.4214 1/	.2626	-	[redacted]
7.9	12.3	14.8	24.6	5.2	11.6	(2.0)	.6	-	[redacted]

.1938	.7312	.3656	.3576	.1778	.3018	.2793	-	.2611	.3031	[redacted]
.2283	.7889	.4106	.4106	.2215	.3175	.2352 1/	-	.2626	.2989	[redacted]
7.8	7.9	12.3	14.8	24.6	5.2	(18.8)	-	.6	(1.4)	[redacted]

Week Ended 8/30/69	Homo Gal.	Homo ½ Gal.	Homo Qt.	Chocolate Qt.	Chocolate [redacted]	Buttermilk ½ Gal.	Buttermilk Qt.
A & P Price - Gary	.7732	.3866	.2083	.2528	[redacted]	.3786	.1938
Tittle Net Price	.8614	.4312	.2233	.2715	[redacted]	.4312	.2283
Percent of Discrimination	11.4	11.5	9.6	7.4	[redacted]	13.9	17.8

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	627.85
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	564.16
Dollar Discrimination (Overcharge)	[redacted]	63.69
Percent of Discrimination (Overcharge)	[redacted]	11.3

FEDERAL TRADE COMMISSION

Docket No. 8866 COMMISSION ~~RESPONDENT~~ Exhibit No. 197 W

CX197-W

PAPER								
2%		Fort. Skim		Whip Cream	H & H	[illegible] Cream	[illegible]	[illegible]
Gal.	½ Gal.	½ Gal.	Qt.	½ Pt.	Pt.	8 Oz.	[illegible]	[illegible]
.7312	.3656	.3576	.1778	.3018	.2793	.2611	[redacted]	.3031
.7889	.4106	.4106	.2215	.3175	.3116	.262	[redacted]	.2959
7.9	12.3	14.8	24.6	5.2	11.6	.6	[illegible]	(1.4)

3873

	Homo			Chocolate		Buttermi
	Gal.	½ Gal.	Qt.	Qt.	[redacted]	½ Gal.
Week Ended 9/6/69						
A & P Price - Cary	.7732	.3866	.2083	.2528	[redacted]	.3786
Tittle Net Price	.8614	.4312	.2283	.2715	[redacted]	.4312
Percent of Discrimination	11.4	11.5	9.6	7.4	[redacted]	13.9

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	1,249.52
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	1,276.92
Dollar Discrimination (Overcharge)	[redacted]	(27.40)
Percent of Discrimination (Overcharge)	[redacted]	(2.2)

3874

Week Ended 9/13/69						
A & P Price - Cary	.7732	.3866	.2083	.2528	[redacted]	.3786
Tittle Net Price	.8614	.4312	.2283	.2715	[redacted]	.4312
Percent of Discrimination	11.4	11.5	9.6	7.4	[redacted]	13.9

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	599.18
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	539.27
Dollar Discrimination (Overcharge)	[redacted]	59.91
Percent of Discrimination (Overcharge)	[redacted]	11.1

1/ Special Price.

FEDERAL TRADE COMMISSION
Docket No. 8866 ~~RESPONDENT~~ COMMISSION Exhibit No. 197 X

CX 197-X

P A P E R											
k	2%		Fort. Skim		Whip Cream	H & H	Sour Cream		[illegible]		[illegible]
Qt.	Gal.	½ Gal.	½ Gal.	Qt.	½ Pt.	Pt.	16 Oz.	8 Oz.	[illegible]	½ Pt.	[illegible]
.1938	-	.3656	.3576	.1778	.3018	.2793	.5117	.2611	[redacted]	-	—
.2283	-	.3234 1/	.4106	.2215	.3175	.3116	.5096	.2626	[redacted]	-	—
7.8	-	(13.0)	14.8	24.6	5.2	11.6	(.4)	.6	[redacted]	-	—

.1938	.7312	.3656	.3576	.1778	.3018	.2793	.5117	.2611	[redacted]	.3051	[redacted]
.2283	.7889	.4106	.4106	.2215	.3175	.3116	.5096	.2626	[redacted]	.2939	[redacted]
17.8	7.9	12.3	14.8	24.6	5.2	11.6	(.4)	.6	[redacted]	(1.4)	[redacted]

	Homo			Chocolate		Butterm
Week Ended 9/20/69	Gal.	½ Gal.	Qt.	Qt.	[redacted]	½ Gal.
A & P Price - Cary	.7732	.3866	.2083	.2523	[redacted]	.3786
Tittle Net Price	.8614	.4312	.2283	.2715	[redacted]	.3234 1/
Percent of Discrimination	11.4	11.5	9.5	7.4	[redacted]	(17.1)

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	644.60
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	616.27
Dollar Discrimination (Overcharge)	[redacted]	28.33
Percent of Discrimination (Overcharge)	[redacted]	4.6

Week Ended 9/27/69						
A & P Price - Cary	.7732	.3866	.2083	.2528	[redacted]	.3786
Tittle Net Price	.8614	.4312	.2283	.2715	[redacted]	.4312
Percent of Discrimination	11.4	11.5	9.6	7.4	[redacted]	13.9

Total Net Billing to Tittle of Purchases of These [redacted] Items	[redacted]	642.13
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	577.26
Dollar Discrimination (Overcharge)	[redacted]	64.87
Percent of Discrimination (Overcharge)	[redacted]	11.2

FEDERAL TRADE COMMISSION
Docket No. 8866 COMMISSION ~~RESPONDENT~~ Exhibit No. 197
Y

CX 197-Y

6448

1/ Special Price.

PAPER											
termilk		2%		Fort. Skim		Whip Cream	H & H	Sour Cream		[illegible]	[illegible]
	Qt.	Gal.	½ Gal.	½ Gal.	Qt.	½ Pt.	Pt.	16 Oz.	8 Oz.	[illegible]	
6	.1938	.7312	.3656	.3576	.1778	.3018	.2793	.5117	.2611	[redacted]	.3031
4 1/	.2283	.7889	.4106	.4106	.2215	.3175	.3116	.5096	.2626	[redacted]	.2959
)	17.8	7.9	12.3	14.8	24.6	5.2	11.6	(.4)	.6	[redacted]	(1.4)

.3786	.1938	.7312	.3656	.3576	.1778	.3018	.2793	.5117	.2611	[redacted]	.3031
.4312	.2283	.7889	.4106	.4106	.2215	.3175	.3116	.5096	.2626	[redacted]	.2959
.9	17.8	7.9	12.3	14.8	24.6	5.2	11.6	(.4)	.6	[redacted]	(1.4)

Week Ended 10/4/69	Homo Gal.	Homo ½ Gal.	Homo Qt.	Chocolate Qt.	[redacted]	Butt ½ Gal.
A & P Price - Cary	.7732	.3866	.2083	.2528	[redacted]	.3786
Tittle Net Price	.8614	.4312	.2283	.2715	[redacted]	.4312
Percent of Discrimination	11.4	11.5	9.6	7.4	[redacted]	13.9

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	1,163.68
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	1,196.21
Dollar Discrimination (Overcharge)	[redacted]	(32.53)
Percent of Discrimination (Overcharge)	[redacted]	(2.8)

Week Ended 10/11/69	Homo Gal.	Homo ½ Gal.	Homo Qt.	Chocolate Qt.	[redacted]	Butt ½ Gal.
A & P Price - Cary	.7732	.3866	.2083	.2528	[redacted]	.3786
Tittle Net Price	.8614	.4312	.2283	.2715	[redacted]	.4312
Percent of Discrimination	11.4	11.5	9.6	7.4	[redacted]	13.9

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	1,181.44
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	1,057.88
Dollar Discrimination (Overcharge)	[redacted]	123.56
Percent of Discrimination (Overcharge)	[redacted]	11.7

1/ Special Price.

FEDERAL TRADE COMMISSION
Docket No. 8866 COMMISSION ~~RESPONDENT~~ Exhibit No. 197 Z

3876

6449

CX 197-Z

PAPER									
ermilk	2%	Fort. Skim		H & H	Sour Cream		[redacted]	Onion Dip	[redacted]
Qt.	½ Gal.	½ Gal.	Qt.	Pt.	16 Oz.	8 Oz.		½ Pt.	
.1938	.3656	.3576	.1778	.2793	.5117	.2611	[redacted]	.3031	[redacted]
.2283	.3234 1/	.4106	.2215	.3116	.5096	.2626	[redacted]	.2969	[redacted]
17.8	(13.0)	14.8	24.6	11.6	(.4)	.6	[redacted]	(1.4)	[redacted]
.1938	-	.3576	.1778	.2400	-	.2611	[redacted]	[redacted]	[redacted]
.2283	-	.4106	.2215	.3116	-	.2626	[redacted]	[redacted]	[redacted]
17.8	-	14.8	24.6	29.8	-	.6	[redacted]	[redacted]	[redacted]

	Homo			Chocolate		Buttermilk	
	Gal.	½ Gal.	Qt.	Qt.	[redacted]	½ Gal.	Qt.
Week Ended 10/18/69							
A & P Price - Gary	.7732	.3866	.2083	.2528	[redacted]	.3786	.1938
Tittle Net Price	.8614	.4312	.2283	.2715	[redacted]	.3234 1/	.2283
Percent of Discrimination	11.4	11.5	9.6	7.4	[redacted]	(17.1)	17.8

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	1,001.67
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	918.10
Dollar Discrimination (Overcharge)	[redacted]	83.57
Percent of Discrimination (Overcharge)	[redacted]	9.1

	Homo			Chocolate		Buttermilk	
Week Ended 10/25/69							
A & P Price - Gary	.7732	.3866	.2083	.2528	[redacted]	.3786	.1938
Tittle Net Price	.8614	.4312	.2283	.2715	[redacted]	.4312	.2283
Percent of Discrimination	11.4	11.5	9.6	7.4	[redacted]	13.9	17.8

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	992.63
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	892.10
Dollar Discrimination (Overcharge)	[redacted]	100.53
Percent of Discrimination (Overcharge)	[redacted]	11.3

1/ Special Price.

FEDERAL TRADE COMMISSION
Docket No. 8866 COMMISSION ~~Respondent~~ Exhibit No. 197 Z-7

CX 197-71

6450

PAPER										
2%		Fort. Skim		Whip Cream	H & H	Sour Cream		[illegible]	[illegible]	[illegible]
Gal.	½ Gal.	½ Gal.	Qt.	½ Pt.	Pt.	16 Oz.	8 Oz.	[illegible]	[illegible]	[illegible]
.7312	.3656	.3576	.1778	.3018	.2400	.5117	.2611	—	.3031	—
.7889	.4106	.4106	.2215	.3175	.3116	.5096	.2626	—	.2989	—
7.9	12.3	14.8	24.6	5.2	29.8	(.4)	.6	—	(1.4)	—

.7312	.3656	.3576	.1778	.3018	.2793	.5117	.2611	—	.3031	—
.7889	.4106	.4106	.2215	.3175	.3116	.5096	.2626	—	.2989	—
7.9	12.3	14.8	24.6	5.2	11.6	(.4)	.6	—	(1.4)	—

		Homo			Chocolate		Butt
Week Ended 11/1/69	Gal.	½ Gal.	Qt.	Qt.	Qt.	[redacted].	½ Gal
A & P Price - Cary	.7732	.3666	.2033	.2523	.2528	[redacted]	.378
Tittle Net Price	.8614	.4312	.2283	.2136 1/	.2715	[redacted]	.43
Percent of Discrimination	11.4	11.5	9.6	(13.4)	7.4	[redacted]	13.9

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	1,406.09
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	1,415.50
Dollar Discrimination (Overcharge)	[redacted]	(9.41)
Percent of Discrimination (Overcharge)	[redacted]	(.7)

Week Ended 11/8/69						
A & P Price - Cary	.7732	.3666	.2033	.2528	-	[redacted]
Tittle Net Price	.8614	.4312	.2283	.2136 1/	-	[redacted]
Percent of Discrimination	11.4	11.5	9.6	(18.4)	-	[redacted]

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	1,025.60
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	967.49
Dollar Discrimination (Overcharge)	[redacted]	58.11
Percent of Discrimination (Overcharge)	[redacted]	6.0

1/ Special Price.

3878

FEDERAL TRADE COMMISSIO
Docket No. 8866 COMMISSION ~~RESPONDENT~~ Exhibit No. 197 Z-2

6451

CX 197-Z2

PAPER												
Buttermilk		2%		Fort. Skim		Cream						
½ Gal.	Qt.	Gal.	½ Gal.	½ Gal.	Qt.	½ Pt.	Qt.	Pt.				
.3786	.1938	.7312	.3656	.3576	.1778	-	-	.2793	.5117	.2611	[illegible]	.3031
.4312	.2233	.7889	.3234 1/	.4106	.2215	-	-	.3116	.5096	.2626	[illegible]	.2989
13.9	17.8	7.9	(13.0)	14.8	24.6	-	-	11.6	(.4)	.6	[illegible]	(1.4)

[illegible]	.3786	.1938	.7312	.3656	.3576	.1778	.3016	.5586	.2793	.5117	.2611	[illegible]	.3031
[illegible]	.4312	.2283	.7889	.4106	.4106	.2215	.3175	.6164	.3116	.5096	.2626	[illegible]	.2989
[illegible]	13.9	17.0	7.9	12.3	14.8	24.6	5.2	10.3	11.6	(.4)	.6	[illegible]	(1.4)

	Homo			Chocolate		Buttermilk	
Week Ended 11/15/69	Gal.	½ Gal.	Qt.	Qt.	[redacted].	½ Gal.	Qt.
A & P Price - Cary	.7732	.3866	.2033	.2528	[redacted]	.3786	.1938
Tittle Net Price	.8614	.4312	.2283	.2715	[redacted]	.4312	.2283
Percent of Discrimination	11.4	11.5	9.6	7.4	[redacted]	13.9	17.8

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	643.93
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	579.33
Dollar Discrimination (Overcharge)	[redacted]	64.60
Percent of Discrimination (Overcharge)	[redacted]	11.2

Week Ended 11/22/69							
A & P Price - Cary	.7732	.3866	.2033	.2528	[redacted]	.3786	.1938
Tittle Net Price	.8614	.4312	.2283	.2715	[redacted]	.4312	.2283
Percent of Discrimination	11.4	11.5	9.6	7.4	[redacted]	13.9	17.8

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	1,070.75
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	1,010.57
Dollar Discrimination (Overcharge)	[redacted]	60.18
Percent of Discrimination (Overcharge)	[redacted]	6.0

FEDERAL TRADE COMMISSION
Docket No. 8866 ~~RESPONDENT~~ COMMISSION Exhibit No. 197 Z-3

CX 197-Z3

6452

1/ Special Price.

2/ Reflects adjusted price on this item as shown on Borden invoice for week ending 11/22/69.

PAPERS

2% Gal.	2% ½ Gal.	Fort. Skim ½ Gal.	Fort. Skim Qt.	Egg Nog Qt.	Whip Cream ½ Pt.	H & H Pt.	Sour Cream 16 Oz.	Sour Cream 8 Oz.	[illegible]	½ [illegible]	[illegible]
.7312	.3656	.3576	.1778	.4366	.3018	.2793	.5117	2611	[redacted]	.3031	[redacted]
.7889	.4106	.4106	.2215	.4596 2/	.3175	.3116	.5096	.2626	[redacted]	.2959	[redacted]
7.9	12.3	14.8	24.6	5.3	5.2	11.6	(.4)	.6	[redacted]	(1.4)	[redacted]

.7312	.3656	.3576	.1778	.4366	.3018	.2793	.5117	.2611	[redacted]	-	[redacted]
.7889	.4106	.4106	.2215	.4596 2/	.2450 1/	.3116	.4214 1/	.2625	[redacted]	-	[redacted]
7.9	12.3	14.8	24.6	5.3	(23.2)	11.6	(21.4)	.6	[redacted]	-	[redacted]

Week Ended 11/29/69	Homo Gal.	Homo ½ Gal.	Homo Qt.	Chocolate Qt.	Chocolate [redacted]	Buttermilk ½ Gal.	Buttermilk Qt.
A & P Price - Gary	.7732	.3866	.2083	.2528	[redacted]	.3786	.1938
Tittle Net Price	.8614	.4312	.2283	.2715	[redacted]	.4312	.2283
Percent of Discrimination	11.4	11.5	9.6	7.4	[redacted]	13.9	17.8

Total Net Billing to Tittle of Its Purchases of These [redacted] Items	[redacted]	949.54
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	868.79
Dollar Discrimination (Overcharge)	[redacted]	81.25
Percent of Discrimination (Overcharge)	[redacted]	9.4

1/ Special Price.

3880

FEDERAL TRADE COMMISSION
Docket No. 8866 COMMISSION ~~RESPONDENT~~ Exhibit No. 197
2-2-

6453

CX 197-34

P A P E R										
2%		Fort. Skim		Egg Nog	Whip Cream	H & H	[illegible]		[illegible]	[illegible]
Gal.	½ Gal.	½ Gal.	Qt.	Qt.	½ Pt.	Pt.	16 Oz.	8 Oz.		
.7312	.3656	.3576	.1778	.4366	.2450	.2793	.5117	.2611	[redacted]	.3[illegible]
.7869	.4106	.4106	.2215	.4596	.2450 1/	.3116	.4214 1/	.2626	[redacted]	.2[illegible]
7.9	12.3	14.8	24.6	5.3	-0-	11.6	(21.4)	.6	[redacted]	(1.[illegible])

Week Ended 12/6/69	Homo Gal.	Homo ½ Gal.	Homo Qt.	Chocolate Qt.	Chocolate [redacted]	Buttermilk ½ Gal.	Buttermilk Qt.
A & P Price - Cary	.8000	.4000	.2150	.2595	[redacted]	.3920	.2005
Tittle Net Price	.9006	.4508	.2381	.2813	[redacted]	.4508	.2381
Percent of Discrimination	12.6	12.7	10.7	8.4	[redacted]	15.0	18.8

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	1,734.42
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	1,779.41
Dollar Discrimination (Overcharge)	[redacted]	(44.99)
Percent of Discrimination (Overcharge)	[redacted]	(2.6)

Week Ended 12/13/69							
A & P Price - Cary	.8000	.4000	.2150	.2595	[redacted]	.3920	.2005
Tittle Net Price	.9006	.4508	.2381	.2813	[redacted]	.3234 1/	.2381
Percent of Discrimination	12.6	12.7	10.7	8.4	[redacted]	(21.2)	18.8

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	853.79
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	818.70
Dollar Discrimination (Overcharge)	[redacted]	65.09
Percent of Discrimination (Overcharge)	[redacted]	8.0

1/ Special Price.

FEDERAL TRADE COMMISSION
Docket No. 8866 ~~RESPONDENT~~ COMMISSION Exhibit No. 197 Z-5

CX 197-Z5

6454

P A P E R										
27		Fort. Skim		Egg Nog	Whip Cream	H & H	Sour Cream		[redacted]	[redacted]
Gal.	½ Gal.	½ Gal.	Qt.	Qt.	½ Pt.	Pt.	16 Oz.	8 Oz.		
.7580	.3790	.3710	.1845	.4366	.2450	.2860	-	.2678	[redacted]	[redacted]
.8281	.3234 1/	.4302	.2313	.4596	.3273	.3312	-	.2724	[redacted]	[redacted]
9.2	(17.2)	16.0	25.4	5.3	33.6	15.8	-	1.7	[redacted]	[redacted]

.7580	-	.3710	.1845	.4366	-	.2860	.5251	.2678	[redacted]	[redacted]
.8281	-	.4302	.2313	.4596	-	.3312	.5292	.2724	[redacted]	[redacted]
9.2	-	16.0	25.4	5.3	-	15.8	.8	1.7	[redacted]	[redacted]

	Homo			Chocolate		Buttermilk	
Week Ended 12/20/69	Gal.	½ Gal.	Qt.	Qt.	[redacted]	½ Gal.	Qt.
A & P Price - Gary	.8000	.4000	.2150	.2595	[redacted]	.3920	.2005
Tittle Net Price	.9006	.4503	.2381	.2813	[redacted]	.4508	.2381
Percent of Discrimination	12.6	12.7	10.7	8.4	[redacted]	15.0	18.8

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	1,164.63
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	1,097.31
Dollar Discrimination (Overcharge)	[redacted]	67.32
Percent of Discrimination (Overcharge)	[redacted]	6.1

3882

Week Ended 12/[illegible]7/69							
A & P Price - Gary	.8000	.4000	.2150	.2595	[redacted]	.3920	.2005
Tittle Net Price	.9006	.4508	.2381	.2813	[redacted]	.4508	.2381
Percent of Discrimination	12.6	12.7	10.7	8.4	[redacted]	15.0	13.8

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	1,389.47
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	1,250.63
Dollar Discrimination (Overcharge)	[redacted]	138.84
Percent of Discrimination (Overcharge)	[redacted]	11.1

1/ Special Price.

FEDERAL TRADE COMMISSION
Docket No. 8866 COMMISSION ~~RESPONDENT~~ Exhibit No. 197 Z-6

6455

CX 197-Z6

2%											
al.	½ Gal.	½ Gal.	Qt.	Qt.	[illegible]	[illegible]	[illegible]	[illegible]			
				.4366	.3085	.2860	.5251	.2678	-	.2[illegible]	[illegible]
.7580	.3790	.3710	-								
				.4106 1/	.3273	.3312	.5292	.2724	-	.3037	[illegible]
.8281	.4302	.4302	-								
				(6.3)	6.1	15.8	.8	1.7	-	40.3	[illegible]
9.2	13.5	16.0	-								

.7580	.3790	.3710	.1845	.3800	.3085	.2860	.5251	.2673	[illegible]	.3008	[illegible]
.8281	.4302	.4302	.2313	.4106 1/	.3273	.3312	.5292	.2724	[illegible]	.3037	-
9.2	13.5	16.0	25.4	8.1	6.1	15.8	.8	1.7	[illegible]	(.4)	[illegible]

Week Ended 1/3/70	Homo Gal.	Homo ½ Gal.	Homo Qt.	Chocolate Qt.	Chocolate [redacted]	Butter ½ Gal.
A & P Price - Gary	.8000	.4000	.2150	.2595	[redacted]	.3920
Tittle Net Price	.9006	.4508	.2381	.2813	[redacted]	.4508
Percent of Discrimination	12.6	12.7	10.7	8.4	[redacted]	15.0

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	909.37
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	814.70
Dollar Discrimination (Overcharge)	[redacted]	94.67
Percent of Discrimination (Overcharge)	[redacted]	11.6

Week Ended 1/10/70	Homo Gal.	Homo ½ Gal.	Homo Qt.	Chocolate Qt.	Chocolate [redacted]	Butter ½ Gal.
A & P Price - Gary	.8000	.4000	.2150	.2595	[redacted]	.3920
Tittle Net Price	.8516	.4214	.2381	.2813	[redacted]	.4508
Percent of Discrimination	6.5	5.4	10.7	8.4	[redacted]	15.0

Total Net Billing to Tittle of its Purchases of these [redacted] Items	[redacted]	1,279.28
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	1,315.47
Dollar Discrimination (Overcharge)	[redacted]	(36.19)
Percent of Discrimination (Overcharge)	[redacted]	(2.8)

FEDERAL TRADE COMMISSION
Docket No. 8866 COMMISSION ~~RESPONDENT~~ Exhibit No. 197 Z-7

CX 197-Z7

1/ Special Price.

PAPER												
lk	2%		Fort. Skim		Egg Nog	Whip Cream	H & H	Sour Cream		[redacted]	Onion Dip	[redacted]
Qt.	Gal.	½ Gal.	½ Gal.	Qt.	Qt.	½ Pt.	Pt	16 Oz	8 Oz		½ Pt	
.2005	.7580	.3790	.3710	.1845	.3600	.3085	.2850	.5251	.2678	[redacted]	-	[redacted]
.2381	.8281	.4302	.4302	.2313	.4106 1/	.3273	.3312	.5292	.2724	[redacted]	-	[redacted]
18.8	9.2	13.5	16.0	25.4	8.1	6.1	15.8	.8	1.7	[redacted]	-	[redacted]
.2005	.7580	.3790	.3710	.1845	.3600	-	.2860	.5251	.2678	[redacted]	.3098	[redacted]
.2381	.8281	.3234 1/	.4302	.2313	.1960 1/	-	.3312	.5292	.2724	[redacted]	.3087	[redacted]
18.8	9.2	(17.2)	16.0	25.4	(93.9)	-	15.8	.8	1.7	[redacted]	(.4)	[redacted]

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Week Ended 1/17/70	Homo Gal.	Homo ½ Gal.	Homo Qt.	Chocolate Qt.	Chocolate [redacted]	Buttermilk ½ Gal.	Buttermilk Qt
A & P Price - Gary	.8000	.4000	.2150	.2595	[redacted]	.3920	.2
Tittle Net Price	.8516	.4214	.2381	.2813	[redacted]	.4508	.
Percent of Discrimination	6.5	5.4	10.7	8.4	[redacted]	15.0	18.

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	738.48
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	688.06
Dollar Discrimination (Overcharge)	[redacted]	50.42
Percent of Discrimination (Overcharge)	[redacted]	7.3

Week Ended 1/24/70						
A & P Price - Gary	.8000	.4000	.2150	.2595	[redacted]	.3920
Tittle Net Price	.8516	.4214	.2381	.2813	[redacted]	.4508
Percent of Discrimination	6.5	5.4	10.7	8.4	[redacted]	15.0

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	728.61
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	676.43
Dollar Discrimination (Overcharge)	[redacted]	52.18
Percent of Discrimination (Overcharge)	[redacted]	7.7

[redacted]

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FEDERAL TRADE COMMISSION
Docket No. 8866
Exhibit No. 197 Z-8

CX 197-Z8

6457

[illegible]		[illegible]				[illegible]	[illegible]	[illegible]		[illegible]		
ttermilk		2%		Fort. Skim		Cream	H & H					
l.	Qt.	Gal.	½ Gal.	½ Gal.	Qt.	½ Pt.	Pt.	16 Oz.	[illegible]			
										[redacted]	.3093	[redacted]
920	.2005	.7580	.3790	.3710	.1845	.3085	.2860	.5251	.2678	[redacted]	.3057	[redacted]
508	.2381	.8281	.4302	.4302	.2313	.3273	.3312	.5292	.2724	[redacted]	(.4)	[redacted]
0	18.8	9.2	13.5	16.0	25.4	6.1	15.8	.8	1.7			

										[redacted]	.3093	[redacted]
.3920	.2005	.7580	.3790	.3710	.1845	.3085	.2450	.5251	.2678	[redacted]	.3057	[redacted]
.4508	.2381	.8281	.4302	.4302	.2313	.3273	.3312	.5292	.2724	[redacted]	(.4)	[redacted]
15.0	18.8	9.2	13.5	16.0	25.4	6.1	35.2	.8	1.7			

	Homo			Chocolate	
Week Ended 1/31/70	Gal.	½ Gal.	Qt.	Qt.	[redacted]
A & P Price - Gary	.8000	.4000	.2150	.2595	[redacted]
Tittle Net Price	.8516	.4214	.2381	.2156 1/	[redacted]
Percent of Discrimination	6.5	5.4	10.7	(20.4)	[redacted]

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	905.60
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	860.76
Dollar Discrimination (Overcharge)	[redacted]	44.84
Percent of Discrimination (Overcharge)	[redacted]	5.2

FEDERAL TRADE COMMISSION
Docket No. 8866 COMMISSION ~~RESPONDENT~~ Exhibit No. 197 Z-9

CX197-Z

1/ Special Price.

PAPER										
Buttermilk		2%		• Fort. Skim		Whip Cream	H & H	Sour Cream		[redacted]
½ Gal.	Qt.	Gal.	½ Gal.	½ Gal.	Qt.	½ Pt.	Pt.	16 Oz.	8 Oz.	
.3920	.2005	.7580	.3790	.3710	.1845	.3085	.2450	.5251	.2678	[redacted]
.4508	.2381	.8281	.4302	.4302	.2313	.3273	.3312	.5292	.2724	[redacted]
15.0	18.8	9.2	13.5	16.0	25.4	6.1	35.2	.8	1.7	[redacted]

Week Ended 2/7/70	Homo Gal.	Homo ½ Gal.	Homo Qt.	Chocolate Qt.	Chocolate [redacted]	Buttermilk ½ Gal.	Buttermilk Qt.	Gal.
A & P Price - Gary	.8000	.4000	.2150	.2595	[redacted]	.3920	.2005	.75
Tittle Net Price	.8516	.4214	.2381	.2156 1/	[redacted]	.4508	.2381	.82
Percent of Discrimination	6.5	5.4	10.7	(20.4)	[redacted]	15.0	18.8	9.2

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	1,245.93
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	1,200.11
Dollar Discrimination (Overcharge)	[redacted]	45.82
Percent of Discrimination (Overcharge)	[redacted]	3.8

Week Ended 2/14/70	Homo Gal.	Homo ½ Gal.	Homo Qt.	Chocolate Qt.	Chocolate [redacted]	Buttermilk ½ Gal.	Buttermilk Qt.
A & P Price - Gary	.8000	.4000	.2150	.2595	[redacted]	.3920	.2005
Tittle Net Price	.8516	.4214	.2381	.2813	[redacted]	.4508	.2381
Percent of Discrimination	6.5	5.4	10.7	8.4	[redacted]	15.0	18.8

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	711.83
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	663.92
Dollar Discrimination (Overcharge)	[redacted]	47.91
Percent of Discrimination (Overcharge)	[redacted]	7.2

1/ Special Price.

FEDERAL TRADE COMMISSION
Docket No. 8866
COMMISSION ~~RESPONDENT~~ Exhibit No. 197 Z-10

CX 197-Z10

	PAPER										
	2%		Fort. Skim.		Whip Cream	H & H	Sour Cream		[redacted]	[redacted]	[redacted]
	Gal.	½ Gal.	½ Gal.	Qt.	½ Pt.	Pt.	16 Oz.	8 Oz.			
5	.7580	.3790	.3710	.1845	.3085	.2860	.5251	.2678	[redacted]	[redacted]	[redacted]
1	.8281	.4302	.4302	.2313	.3273	.3312	.5292	.2724	[redacted]	[redacted]	[redacted]
	9.2	13.5	16.0	25.4	6.1	15.8	.8	1.7	[redacted]	[redacted]	[redacted]

.2005	.7580	.3790	.3710	.1845	.3085	.2860	.5251	.2678	[redacted]	[redacted]	[redacted]
.2381	.8281	.4302	.4302	.2313	.3273	.3312	.5292	.2724	[redacted]	[redacted]	[redacted]
18.3	9.2	13.5	16.0	25.4	6.1	15.8	.8	1.7	[redacted]	[redacted]	[redacted]

	Homo			Chocolate		Buttermilk	
Week Ended 2/21/70	Gal.	½ Gal.	Qt.	Qt.	[redacted]	½ Gal.	Qt.
A & P Price - Gary	.8000	.4000	.2150	.2595	[redacted]	.3920	.2005
Tittle Net Price	.8516	.4214	.2381	.2813	[redacted]	.4508	.2381
Percent of Discrimination	6.5	5.4	10.7	8.4	[redacted]	15.0	18.8

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	693.49
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	645.57
Dollar Discrimination (Overcharge)	[redacted]	47.92
Percent of Discrimination (Overcharge)	[redacted]	7.4

Week Ended 2/28/70							
A & P Price - Gary	.8000	.4000	.2150	.2595	[redacted]	.3920	.20
Tittle Net Price	.8516	.4214	.2381	.2813	[redacted]	.4508	.23
Percent of Discrimination	6.5	5.4	10.7	8.4	[redacted]	15.0	18.8

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	1,112.71
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	1,127.08
Dollar Discrimination (Overcharge)	[redacted]	(14.37)
Percent of Discrimination (Overcharge)	[redacted]	(1.3)

FEDERAL TRADE COMMISSION
Docket No. 8866 COMMISSION ~~RESPONDENT~~ Exhibit No. 197 Z-11

CX 197-Z11

1/ Special Price.

PAPER

milk	2%		Fort. Skim		Whip Cream	H & H	Sour Cream		[redacted]	Onion Dip	[redacted]
Qt.	Gal.	½ Gal.	½ Gal.	Qt.	½ Pt.	Pt.	16 Oz.	8 Oz.		½ Pt.	
.2005	.7580	.3790	.3710	.1845	-	.2860	.5251	.2678	[redacted]	[redacted]	[redacted]
.2381	.8281	.4302	.4302	.2313	-	.3312	.5292	.2724	[redacted]	[redacted]	[redacted]
18.8	9.2	13.5	16.0	25.4	-	15.8	.8	1.7	[redacted]	[redacted]	[redacted]

.2005	.7580	.3790	.3710	.1845	.3085	.2860	.5251	.2678	[redacted]	.3098	[redacted]
.2381	.8281	.3322 1/	.4302	.2313	.3273	.3312	.5292	.2724	[redacted]	.3057	[redacted]
18.8	9.2	(14.1)	16.0	25.4	6.1	15.8	.8	1.7	[redacted]	(.4)	[redacted]

Week Ended 3/7/70	Homo Gal.	Homo ½ Gal.	Homo Qt.	Chocolate Qt.	Chocolate [redacted]	Buttermilk ½ Gal.	Buttermilk Qt.
A & P Price - Gary	.8000	.4000	.2150	.2595	[redacted]	.3920	.2005
Tittle Net Price	.8516	.4214	.2381	.2813	[redacted]	.4508	.2381
Percent of Discrimination	6.5	5.4	10.7	8.4	[redacted]	15.0	18.8

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	994.94
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	967.14
Dollar Discrimination (Overcharge)	[redacted]	27.80
Percent of Discrimination (Overcharge)	[redacted]	2.9

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Week Ended 3/14/70	Homo Gal.	Homo ½ Gal.	Homo Qt.	Chocolate Qt.	Chocolate [redacted]	Buttermilk ½ Gal.	Buttermilk Qt.
A & P Price - Gary	.8000	.4000	.2150	.2595	[redacted]	.3920	.2005
Tittle Net Price	.8516	.4214	.2381	.2313	[redacted]	.3822 1/	.2381
Percent of Discrimination	6.5	5.4	10.7	8.4	[redacted]	(2.6)	18.3

Total Net Billing To Tittle of its Purchases of These [redacted] Items	[redacted]	962.43
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	909.67
Dollar Discrimination (Overcharge)	[redacted]	52.76
Percent of Discrimination (Overcharge)	[redacted]	5.8

FEDERAL TRADE COMMISSION
Docket No. 8866 COMMISSION ~~RESPONDENT~~ Exhibit No. 197 Z-17

CX 197-Z17

1/ Special Price.

P A P E R										
27.		Fort. Skim		Whip Cream	H & H	Sour Cream		[redacted]	Dip	[redacted]
Gal.	½ Gal.	½ Gal.	Qt.	½ Pt.	Pt.	16 Oz.	8 Oz.	[redacted]	½ Pt.	[redacted]
.7580	.3790	.3710	.1845	.3085	.2860	.5251	.2678	[redacted]	.3093	[redacted]
.8281	.4302	.4302	.2313	.3273	.2401 1/	.5292	.2724	[redacted]	.3087	[redacted]
9.2	13.5	16.0	25.4	6.1	(19.1)	.8	1.7	[redacted]	(.4)	[redacted]

.7580	.3790	.3710	.1845	.3085	.2860	.5251	.2678	[redacted]	.3098	[redacted]
.8281	.4302	.4302	.2313	.3273	.3312	.5292	.2724	[redacted]	.3087	[redacted]
9.2	13.5	16.0	25.4	6.1	15.8	.8	1.7	[redacted]	(.4)	[redacted]

	Homo			Chocolate		Buttermilk	
Week Ended 3/21/70	Gal.	½ Gal.	Qt.	Qt.	[redacted].	½ Gal.	Qt.
A & P Price - Gary	.8000	.4000	.2150	.2595	[redacted]	.3920	.2005
Tittle Net Price	.8516	.4214	.2381	.2813	[redacted]	.4508	.2381
Percent of Discrimination	6.5	5.4	10.7	8.4	[redacted]	15.0	18.8

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	995.69
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	1,008.57
Dollar Discrimination (Overcharge)	[redacted]	(12.88)
Percent of Discrimination (Overcharge)	[redacted]	(1.3)

Week Ended 3/28/70							
A & P Price - Gary	.8000	.4000	.2150	.2595	[redacted]	.3920	.2005
Tittle Net Price	.8516	.4214	.2381	.2813	[redacted]	.4508	.2381
Percent of Discrimination	6.5	5.4	10.7	8.4	[redacted]	15.0	18.8

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	772.32
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	727.81
Dollar Discrimination (Overcharge)	[redacted]	44.51
Percent of Discrimination (Overcharge)	[redacted]	6.1

FEDERAL TRADE COMMISSION
Docket No. 8866 COMMISSION ~~RESPONDENT~~ Exhibit No. 197 Z-13

CX197-Z13

1/ Special Price.

PAPER										
2%		Fort. Skim		Whip Cream	H & H	Sour Cream		[redacted]	Onion Dip	[redacted]
Gal.	½ Gal.	½ Gal.	Qt.	½ Pt.	Pt.	16 Oz.	8 Oz.		½ Pt.	
.7580	.3790	.3710	.1845	.3085	.2860	.5251	.2678	[redacted]	-	[redacted]
.8281	.3322 1/	.4302	.2313	.3273	.3312	.5292	.2724	[redacted]	-	[redacted]
9.2	(14.1)	16.0	25.4	6.1	15.8	.8	1.7	[redacted]	-	[redacted]

.7580	.3790	.3710	.1845	.3085	.2860	.5251	.2678	[redacted]	.3095	
.8281	.4302	.4302	.2313	.2597 1/	.3312	.5292	.2724	[redacted]	.3057	
9.2	13.5	16.0	25.4	(18.8)	15.8	.8	1.7	[redacted]	(.4)	

JOSEPH TITTLE & SON, INC.

Summary of Price Discriminations, by Month, of Billings of Common Items 1/ by Borden, Inc., to A & P Stores and Joseph Tittle & Son, Inc., both of Valparaiso, Indiana, During Periods of October 1966-March 1967 and June 1969-March 1970.

Month	Total Net Billing To Tittle	Billing If Tittle Had Been Charged A & P Prices	Dollar Discrimination	Percent of Discrimination
ober 1966	$ 6,560.18	$ 5,704.49	$ 855.69	15.0%
ember 1966	7,186.91	6,263.07	923.8[illegible]	14.8
ember 1966	9,868.26	8,446.46	1,421.80	16.8
nuary 1967	7,138.41	6,006.93	1,131.48	18.8
bruary 1967	9,730.64	8,211.76	1,518.88	18.5
rch 1967	10,630.26	8,878.20	1,752.06	19.7
ix Months Total	$51,114.66	$43,510.91	$ 7,603.75	17.5%
une 1969	$ 9,818.13	$ 9,144.92	$ 673.21	7.4%
uly 1969	9,634.85	9,105.30	529.55	5.8
ugust 1969	11,539.89	10,757.16	782.73	7.3
September 1969	10,345.19	9,798.17	547.02	5.6
October 1969	9,776.87	9,241.92	534.95	5.8
November 1969	13,282.47	12,649.96	632.51	5.0
December 1969	11,935.60	11,184.24	751.36	6.7
January 1970	13,329.89	12,325.27	1,004.62	8.2
February 1970	11,268.37	10,461.50	806.87	7.7
March 1970	10,201.88	9,479.93	721.95	7.6
Ten Months Total	$111,133.14	$104,148.37	$ 6,984.77	6.7

Source: Borden's Weekly Billings, Invoices, and Applicable Rebate Memoranda for Periods of October 1966-March 1967 and June 1969-March 1970.

1/ Only Private Label Products considered in A & P Purchases.

CX 198-A

FEDERAL TRADE COMMISSION
Docket No. 8866 COMMISSION ~~RES. UNDER~~ Exhibit No. 198A

JOSEPH TITTLE & SON, INC., VALPARAISO, INDIANA

Comparison of Net Sales of Common Items Used in Commission's Tabulations, by Month, to Total Sales of All Items Sold to Joseph Tittle & Son, Inc., Valparaiso, Indiana, by Borden, Inc., During Periods of October 1966-March 1967 and June 1969-March 1970.

onth	Borden Net Sales of All Items	Borden Net Sales of Common Items	Percent of Common Items To All Items
ober 1966	$ 9,127.81	$ 6,560.18	71.9%
vember 1966	9,382.28	7,186.91	76.6
cember 1966	12,932.38	9,868.26	76.3
uary 1967	9,386.76	7,138.41	76.0
bruary 1967	11,602.92	9,730.64	83.9
rch 1967	12,799.06	10,630.26	83.1
x Months Total	$ 65,231.21	$ 51,114.66	78.4%
ne 1969	$ 11,873.58	$ 9,818.13	82.7%
ly 1969	11,561.79	9,634.85	83.3
gust 1969	14,200.21	11,539.89	81.3
ptember 1969	12,793.00	10,345.19	80.9
ctober 1969	11,964.61	9,776.87	81.7
ovember 1969	16,340.42	13,[illegible]2.47	81.3
cember 1969	14,417.84	11,935.60	82.8
anuary 1970	18,036.93	13,329.89	73.9
bruary 1970	14,916.91	11,268.37	75.5
rch 1970	12,999.50	10,201.88	78.5
en Months Total	$139,104.79	$111,133.14	79.9%

ource: Borden's Weekly Billings, Invoices, and Applicable Rebate Memoranda.

CX 198-B

FEDERAL TRADE COMMISSION

[redacted]

	[redacted]	Homo		
Week Ended 10/8/66	[redacted]	Gal.	½ Gal.	Qt.
A & P Price - Valparaiso	[redacted]	.6892	.3446	.1873
Tittle Net Price	[redacted]	.792	.399	.217
Percent of Discrimination	[redacted]	14.9	15.8	15.9

Total Net Billings to Tittle of its Purchases of These [redacted] Items	[redacted]	$ 1,642.82
Billing If Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	1,437.30
Dollar Discrimination (Overcharge)	[redacted]	205.52
Percent of Discrimination (Overcharge)	[redacted]	14.3

Week Ended 10/15/66				
A & P Price - Valparaiso	[redacted]	.6788	.3394	.1847
Tittle Net Price	[redacted]	.792	.399	.217
Percent of Discrimination	[redacted]	16.7	17.6	17.5

Total Net Billings to Tittle of its Purchases of These [redacted] Items	[redacted]	$ 1,733.57
Billing If Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	1,502.57
Dollar Discrimination (Overcharge)	[redacted]	231.00
Percent of Discrimination (Overcharge)	[redacted]	15.4

1/ Special Price.

Note:

Percentages based on price di... nces divided by lowest price.
( ) indicates those products o. which A & P Store does not receiv lowe

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FEDERAL TRADE COMMISSION
Docket No. 8866 ~~RESPONDENT~~ COMMISSION Exhibit No. 198 C

CX 198-C

[redacted]

PAPER										
Choc.	[redacted]	Buttermilk		Fort. Skim		Whip Cream	H & H	[redacted]		[redacted]
Qt.		½ Gal.	Qt.	½ Gal.	Qt.	½ Pt.	Pt.	[redacted]	[redacted]	
.2318	[redacted]	.3366	.1728	.3156	.1608	.2808	.2598	[redacted]	[redacted]	[redacted]
.252	[redacted]	.392	.206	.347	.194	.288	.257	[redacted]	[redacted]	[redacted]
8.7	[redacted]	16.5	19.2	9.9	20.6	2.6	(1.1)	[redacted]	[redacted]	[redacted]
.2292	[redacted]	.3314	.1702	.3104	.1532	.2782	.2572	[redacted]	[redacted]	[redacted]
.252	[redacted]	.33 1/	.206	.347	.194	.288	.257	[redacted]	[redacted]	[redacted]
9.9	[redacted]	(.4)	21.0	11.8	22.6	3.5	(.1)	[redacted]	[redacted]	[redacted]

t price.

Week Ended 10/22/66	[redacted]	Homo Gal.	Homo ½ Gal.	Homo Qt.	Choc. Qt.	[redacted]	½ Ga
A & P Price - Valparaiso	[redacted]	.6788	.3394	.1847	.2292	[redacted]	.
Tittle Net Price	[redacted]	.792	.399	.217	.252	[redacted]	.
Percent of Discrimination	[redacted]	16.7	17.6	17.5	9.9	[redacted]	18.

Total Net Billings to Tittle of its Purchases of These [redacted] Items	[redacted]	1,576.36
Billing If Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	1,372.85
Dollar Discrimination (Overcharge)	[redacted]	203.51
Percent of Discrimination (Overcharge)	[redacted]	14.8

Week Ended 10/29/66						
A & P Price - Valparaiso	[redacted]	.6828	.3414	.1857	.2302	[redacted]
Tittle Net Price	[redacted]	.792	.399	.217	.252	[redacted]
Percent of Discrimination	[redacted]	16.0	16.9	16.9	9.5	[redacted]

Total Net Billings to Tittle of its Purchases of These [redacted] Items	[redacted]	1,607.43
Billing If Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	1,391.77
Dollar Discrimination (Overcharge)	[redacted]	215.66
Percent of Discrimination (Overcharge)	[redacted]	15.5

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FEDERAL TRADE COMMISSION
Docket No. 8866 COMMISSION ~~RESPONDENT~~ Exhibit No. 198
D

1/ Special Price.

CX198-D

	PAPER								
	Buttermilk		Fort. Skim		Whip Cream	H & H	[redacted]		[redacted]
	½ Gal.	Qt.	½ Gal.	Qt.	½ Pt.	Pt.	[redacted]	[redacted]	[redacted]
	.3314	.1702	.3104	.1582	.2782	.2572	-	-	[redacted]
	.392	.206	.347	.194	.238 1/	.257	-	-	[redacted]
	18.3	21.0	11.8	22.6	(16.9)	(.1)	-	-	[redacted]
[redacted]	.3334	.1712	.3124	.1557	.2792	.2582	[redacted]	[redacted]	[redacted]
[redacted]	.392	.206	.347	.194	.288	.257	[redacted]	[redacted]	[redacted]
[redacted]	17.6	20.3	11.1	21.9	3.2	(.5)	[redacted]	[redacted]	[redacted]

	[redacted]			
	[redacted]		Homo	
Week Ended 11/5/66	[redacted]	Gal.	½ Gal.	Qt.
A & P Price - Valparaiso	[redacted]	.6828	.3414	.1857
Tittle Net Price	[redacted]	.792	.399	.217
Percent of Discrimination	[redacted]	16.0	16.9	16.9

Total Net Billings to Tittle of its Purchases of These [redacted] Items	[redacted]	1,797.70
Billing If Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	1,561.10
Dollar Discrimination (Overcharge)	[redacted]	236.60
Percent of Discrimination (Overcharge)	[redacted]	15.2

Week Ended 11/12/66				
A & P Price - Valparaiso	[redacted]	.6828	.3414	.1857
Tittle Net Price	[redacted]	.792	.399	.217
Percent of Discrimination	[redacted]	16.0	16.9	16.9

Total Net Billings To Tittle of its Purchases Of These [redacted] Items	[redacted]	1,931.24
Billing If Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	1,701.60
Dollar Discrimination (Overcharge)	[redacted]	229.64
Percent of Discrimination (Overcharge)	[redacted]	13.5

1/ Special Price.

3894

FEDERAL TRADE COMMISSION
Docket No. 8866 COMMISSION ~~RESPONDENT~~ Exhibit No. 198 E

CX 198-E

PAPER												
Choc.	[redacted]	Buttermilk		Fort. Skim		Whip Cream	H & H	[redacted]		[redacted]
Qt.		½ Gal.	Qt.	½ Gal.	Qt.	½ Pt.	Pt.	[redacted]	[redacted]	
.2302	[redacted]	.3334	.1712	.3124	.1592	.2792	.2582	[redacted]	[redacted]	[redacted]
.252	[redacted]	.392	.18 1/	.347	.194	.288	.257	[redacted]	[redacted]	[redacted]
9.5	[redacted]	17.6	5.1	11.1	21.9	3.2	(.5)	[redacted]	[redacted]	[redacted]

.2302	[redacted]	.3334	.1712	.3124	.1592	.2792	.2582	[redacted]	[redacted]	[redacted]
.22 1/	[redacted]	.392	.206	.347	.194	.288	.257	[redacted]	[redacted]	[redacted]
(4.6)	[redacted]	17.6	20.3	11.1	21.9	3.2	(.5)	[redacted]	[redacted]	[redacted]

	[redacted]				
	[redacted]	Homo			Choc.
Week Ended 11/19/66	[redacted]	Gal.	½ Gal.	Qt.	Qt.
A & P Price - Valparaiso	[redacted]	.6828	.3414	.1857	.2302
Tittle Net Price	[redacted]	.792	.399	.217	.252
Percent of Discrimination	[redacted]	16.0	16.9	16.9	9.5

Total Net Billings to Tittle of its Purchases of These [redacted] Items	[redacted]	1,956.15
Billing If Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	1,694.93
Dollar Discrimination (Overcharge)	[redacted]	261.22
Percent of Discrimination (Overcharge)	[redacted]	15.4

Week Ended 11/26/66					
A & P Price - Valparaiso	[redacted]	.6788	.3394	.1847	.2292
Tittle Net Price	[redacted]	.792	.399	.217	.252
Percent of Discrimination	[redacted]	16.7	17.6	17.5	9.9

Total Net Billings to Tittle of its Purchases of These [redacted] Items	[redacted]	1,501.82
Billing If Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	1,305.44
Dollar Discrimination (Overcharge)	[redacted]	196.38
Percent of Discrimination (Overcharge)	[redacted]	15.0

1/ Special Price.

FEDERAL TRADE COMMISSION
Docket No. 8866 COMMISSION ~~RESPONDENT~~ Exhibit No. 198 F

6468

CX 198-F

PAPER

[redacted]	Buttermilk		Fort. Skim		Egg Nog	Whip Cream	H & H	[redacted]		[redacted]
	½ Gal.	Qt.	½ Gal.	Qt.	Qt.	½ Pt.	Pt.	[redacted]	[redacted]	
-	.3334	.1712	.3124	.1592	.4470	.2792	.2582	-	[redacted]	[redacted]
-	.392	.206	.347	.194	.48	.238	.27 1/	-	[redacted]	[redacted]
-	17.6	20.3	11.1	21.9	7.4	3.2	4.6	-	[redacted]	[redacted]
[redacted]	.3314	.1702	.3104	.1582	.4470	.2782	.2572	[redacted]	[redacted]	-
[redacted]	.392	.206	.347	.194	.48	.283	.257	[redacted]	[redacted]	-
[redacted]	18.3	21.0	11.8	22.6	7.4	3.5	(.1)	[redacted]	[redacted]	-

3895

	[redacted]	Homo			Choc.	[redacted]
Week Ended 12/3/66	[redacted]	Gal.	½ Gal.	Qt.	Qt.	[redacted]
A & P Price - Valparaiso	[redacted]	.6788	.3394	.1847	.2292	[redacted]
Tittle Net Price	[redacted]	.792	.399	.217	.252	[redacted]
Percent of Discrimination	[redacted]	16.7	17.6	17.5	9.9	[redacted]

Total Net Billings to Tittle of its Purchases of These [redacted] Items	[redacted]	2,145.68
Billing If Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	1,848.08
Dollar Discrimination (Overcharge)	[redacted]	297.60
Percent of Discrimination (Overcharge)	[redacted]	16.1

3896

Week Ended 12/10/66						
A & P Price - Valparaiso	[redacted]	.6788	.3394	.1847	.2292	[redacted]
Tittle Net Price	[redacted]	.792	.399	.217	.252	[redacted]
Percent of Discrimination	[redacted]	16.7	17.6	17.5	9.9	[redacted]

Total Net Billings to Tittle of its Purchases of These [redacted] Items	[redacted]	1,836.36
Billing If Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	1,583.58
Dollar Discrimination (Overcharge)	[redacted]	252.78
Percent of Discrimination erchange)	[redacted]	16.0

[redacted]

FEDERAL TRADE COMMISSION
Docket No. 8866 COMMISSION ~~RESPONDENT~~ Exhibit No. 198 G

6469

CX 198-G

PAPER									
Buttermilk		Fort. Skim		Egg Nog	Whip Cream	H & H	[redacted]		[redacted]
½ Gal.	Qt.	½ Gal.	Qt.	Qt.	½ Pt.	Pt.	[redacted]	[redacted]	
.3314	.1702	.3104	.1582	-	.2782	.2572	[redacted]	[redacted]	[redacted]
.392	.206	.347	.194	-	.288	.257	[redacted]	[redacted]	[redacted]
18.3	21.0	11.8	22.6		3.5	(.1)	[redacted]	[redacted]	[redacted]

.3314	.1702	.3104	.1582	.4470	.2782	.2572	[redacted]	[redacted]	[redacted]
.392	.206	.347	.194	.48	.288	.257	[redacted]	[redacted]	[redacted]
18.3	21.0	11.8	22.6	7.4	3.5	(.1)	[redacted]	[redacted]	[redacted]

Week Ended 12/17/66	[redacted]	Homo			Choc.
	[redacted]	Gal.	½ Gal.	Qt.	Qt.
A & P Price - Valparaiso	[redacted]	.6628	.3314	.1807	.2252
Tittle Net Price	[redacted]	.792	.399	.217	.252
Percent of Discrimination	[redacted]	19.5	20.4	20.1	11.9

Total Net Billings to Tittle of its Purchases of These [redacted] Items	[redacted]	1,873.79
Billing If Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	1,580.93
Dollar Discrimination (Overcharge)	[redacted]	292.86
Percent of Discrimination (Overcharge)	[redacted]	18.5

Week Ended 12/24/66					
A & P Price - Valparaiso	[redacted]	.6628	.3314	.1807	.2252
Tittle Net Price	[redacted]	.792	.399	.217	.252
Percent of Discrimination	[redacted]	19.5	20.4	20.1	11.9

Total Net Billings to Tittle of its Purchases of These [redacted] Items	[redacted]	2,079.96
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	1,790.90
Dollar Discrimination (Overcharge)	[redacted]	289.06
Percent of Discrimination (Overcharge)	[redacted]	16.1

1/ Special Price.

FEDERAL TRADE COMMISSION
Docket No. 8866 COMMISSION ~~RESPONDENT~~ Exhibit No. 198 H

CX 198-H

PAPER

[redacted]	Buttermilk		Fort. Skim		Egg Nog	Whip Cream	H & H	[redacted]		[redacted]
	½ Gal.	Qt.	½ Gal.	Qt.	Qt.	½ Pt.	Pt.	[redacted]	[redacted]	[redacted]
[redacted]	.3234	.1662	.3024	.1542	.4470	.2742	.2532	[redacted]	[redacted]	[redacted]
[redacted]	.392	.206	.347	.194	.48	.288	.257	[redacted]	[redacted]	[redacted]
[redacted]	21.2	23.9	14.7	25.8	7.4	5.0	1.5	[redacted]	[redacted]	[redacted]

[redacted]	.3234	[illegible]	.3024	.1542	.4470	.2742	.2532	[redacted]	[redacted]	[redacted]
[redacted]	.392	.206	.347	.194	.48	.27 1/	.257	[redacted]	[redacted]	[redacted]
[redacted]	21.2	23.9	14.7	25.8	7.4	(1.6)	1.5	[redacted]	[redacted]	[redacted]

3897

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FEDERAL TRADE COMMISSION

Docket No. 8866 COMMISSION ~~RESPONDENT~~ Exhibit No. 198A

In the Matter of: A&P Tea Co.

Date 8/14/73 Witness ______ Reporter CR

Week Ended 12/31/66	[redacted]	Homo Gal.	Homo ½ Gal.	Homo Qt.
A & P Price - Valparaiso 1/	[redacted]	.6628	.3314	.1807
Tittle Net Price	[redacted]	.792	.399	.217
Percent of Discrimination	[redacted]	19.5	20.4	20.1

Total Net Billings to Tittle of its Purchases of These [redacted] Items	[redacted]	1,932.47
Billing If Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	1,642.97
Dollar Discrimination	[redacted]	289.50
Percent of Discrimination	[redacted]	17.6

FEDERAL TRADE COMMISSION

Docket No. 8866 COMMISSION ~~RESPONDENT~~ Exhibit No. 198

I

3898

CX 198-I

1/ Borden was not able to furnish billings invoice for week of 12/31/66. Si
prices on the billings invoice for 12/24/66 and 1/7/67 are the same, it is as
there were no price changes for week ended 12/31/66; therefore prices in effe
were used in this tabulation.

PAPER											
Choc.	[redacted]	Buttermilk		Fort. Skim		Egg Nog	Whip Cream	H & H	[redacted]		[redacted]
Qt.		½ Gal.	Qt.	½ Gal.	Qt.	Qt.	½ Pt.	Pt.	[redacted]	[redacted]	
.2252	[redacted]	.3234	.1662	.3024	.1542	.4470	.2742	.2532	[redacted]	[redacted]	[redacted]
.252	[redacted]	.392	.206	.347	.194	.48	.288	.257	[redacted]	[redacted]	[redacted]
11.9	[redacted]	21.2	23.9	14.7	25.8	7.4	5.0	1.5	[redacted]	[redacted]	[redacted]

nce the unit
sumed that
t 12/24/66

[redacted]

Week Ended 1/7/67	[redacted]	Homo Gal.	Homo ½ Gal.	Homo Qt.	Choc. Qt.
A & P Price - Valparaiso	[redacted]	.6628	.3314	.1807	.2252
Tittle Net Price	[redacted]	.792	.399	.217	.252
Percent of Discrimination	[redacted]	19.5	20.4	20.1	11.9

Total Net Billing to Tittle of These [redacted] Items	[redacted]	1,944.82
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	1,635.56
Dollar Discrimination (Overcharge)	[redacted]	309.26
Percent of Discrimination (Overcharge)	[redacted]	18.9

Week Ended 1/14/67					
A & P Price - Valparaiso	[redacted]	.6628	.3314	.1807	.2252
Tittle Net Price	[redacted]	.792	.399	.217	.252
Percent of Discrimination	[redacted]	19.5	20.4	20.1	11.9

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	1,949.84
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	1,639.19
Dollar Discrimination (Overcharge)	[redacted]	310.65
Percent of Discrimination (Overcharge)	[redacted]	19.0

FEDERAL TRADE COMMISSION
Docket No. 8866 COMMISSION ~~RESPONDENT~~ Exhibit No. 198 J

CX 198-J

6472

P A T E R

[redacted]	Buttermilk		Fort. Skim		Whip Cream	H & H	[redacted]		[redacted]
	½ Gal.	Qt.	½ Gal.	Qt.	½ Pt.	Pt.	[redacted]	[redacted]	[redacted]
[redacted]	.3234	.1662	.3024	.1542	.2742	.2532	[redacted]	[redacted]	[redacted]
[redacted]	.392	.206	.347	.194	.288	.257	[redacted]	[redacted]	[redacted]
[redacted]	21.2	23.9	14.7	25.8	5.0	1.5	[redacted]	[redacted]	[redacted]

[redacted]	.3234	.1662	.3024	.1542	.2742	.2532	[redacted]	[redacted]	[redacted]
[redacted]	.392	.206	.347	.194	.288	.257	[redacted]	[redacted]	[redacted]
[redacted]	21.2	23.9	14.7	25.8	5.0	1.5	[redacted]	[redacted]	[redacted]

3899

Week Ended 1/21/67	[redacted]	Homo Gal.	Homo ½ Gal.	Homo Qt.
A & P Price - Valparaiso	[redacted]	.6628	.3314	.1807
Tittle Net Price	[redacted]	.792	.399	.217
Percent of Discrimination	[redacted]	19.5	20.4	20.1

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	2,146.52
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	1,807.20
Dollar Discrimination (Overcharge)	[redacted]	339.32
Percent of Discrimination (Overcharge)	[redacted]	18.8

Week Ended 1/28/67				
A & P Price - Valparaiso	[redacted]	.6628	.3314	.1807
Tittle Net Price	[redacted]	.792	.399	.217
Percent of Discrimination	[redacted]	19.5	20.4	20.1

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	1,097.23
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	924.98
Dollar Discrimination (Overcharge)	[redacted]	172.25
Percent of Discrimination (Overcharge)	[redacted]	18.6

FEDERAL TRADE COMMISSION
Docket No. 8866 COMMISSION ~~RESPONDENT~~ Exhibit No. 198 K

CX 198-K

Choc.	[redacted]	Buttermilk		Fort. Skim		Whip Cream	H & H	[redacted]		[redacted]
Qt.	[redacted]	½ Gal.	Qt.	½ Gal.	Qt.	½ Pt.	Pt.	[redacted]	[redacted]	[redacted]
.2252	[redacted]	.3234	.1662	.3024	.1542	.2742	.2532	[redacted]	[redacted]	[redacted]
.252	[redacted]	.392	.206	.347	.194	.288	.257	[redacted]	[redacted]	[redacted]
11.9	[redacted]	21.2	23.9	14.7	25.8	5.0	1.5	[redacted]	[redacted]	[redacted]

.2252	[redacted]	.3234	.1662	.3024	.1542	.2742	.2532	[redacted]	[redacted]	[redacted]
.252	[redacted]	.392	.206	.347	.194	.288	.257	[redacted]	[redacted]	[redacted]
11.9	[redacted]	21.2	23.9	14.7	25.8	5.0	1.5	[redacted]	[redacted]	[redacted]

Week Ended 2/4/67	[redacted]	Homo Gal.	½ Gal.	Qt.	Choc. Qt.	[redacted]
A & P Price - Valparaiso	[redacted]	.6628	.3314	.1807	.2252	[redacted]
Tittle Net Price	[redacted]	.792	.399	.217	.252	[redacted]
Percent of Discrimination	[redacted]	19.5	20.4	20.1	11.9	[redacted]

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	3,161.75
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	2,654.91
Dollar Discrimination (Overcharge)	[redacted]	506.84
Percent of Discrimination (Overcharge)	[redacted]	19.1

FEDERAL TRADE COMMISSION

Docket No. 8866 COMMISSION ~~RESPONDENT~~ Exhibit No. 188

Week Ended 2/11/67	[redacted]	Homo Gal.	½ Gal.	Qt.	Choc. Qt.
A & P Price - Valparaiso	[redacted]	.6628	.3314	.1807	.2252
Tittle Net Price	[redacted]	.792	.399	.217	.213 1/
Percent of Discrimination	[redacted]	19.5	20.4	20.1	(5.7)

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	1,940.62
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	1,657.15
Dollar Discrimination (Overcharge)	[redacted]	283.47
Percent of Discrimination (Overcharge)	[redacted]	17.1

CX 188-L

1/ Special Price.

[redacted]	Buttermilk		2%	Fort. Skim		Whip Cream	H & H	[redacted]		[redacted]
	½ Gal.	Qt.	½ Gal.	½ Gal.	Qt.	½ Pt.	Pt.	[redacted]	[redacted]	
				PAPER						
[redacted]	.3234	.1662	.3104	.3024	.1542	.2742	.2532	-	[redacted]	-
[redacted]	.392	.206	.372	.347	.194	.288	.257	-	[redacted]	-
[redacted]	21.2	23.9	19.8	14.7	25.8	5.0	1.5	-	[redacted]	-

[redacted]	.3234	.1662	.3104	.3024	.1542	.2742	.2532	[redacted]	[redacted]	[redacted]
[redacted]	.392	.206	.372	.347	.194	.238	.257	[redacted]	[redacted]	[redacted]
[redacted]	21.2	23.9	19.8	14.7	25.8	5.0	1.5	[redacted]	[redacted]	[redacted]

Week Ended 2/18/67	[redacted]	Hom. Gal.	 ½ Gal.	 Qt.	Choc. Qt.
A & P Price - Valparaiso	[redacted]	.6628	.3314	.1807	.2252
Tittle Net Price	[redacted]	.792	.399	.217	.252
Percent of Discrimination	[redacted]	19.5	20.4	20.1	11.9

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	2,342.78
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	1,971.92
Dollar Discrimination (Overcharge)	[redacted]	370.86
Percent of Discrimination (Overcharge)	[redacted]	18.8

Week Ended 2/25/67					
A & P Price - Valparaiso	[redacted]	.6628	.3314	.1807	.2252
Tittle Net Price	[redacted]	.792	.399	.217	.252
Percent of Discrimination	[redacted]	19.5	20.4	20.1	11.9

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	2,285.49
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	1,927.78
Dollar Discrimination (Overcharge)	[redacted]	357.71
Percent of Discrimination (Overcharge)	[redacted]	18.6

1/ Special Price.

FEDERAL TRADE COMMISSION
Docket No. 8866 COMMISSION ~~RESPONDENT~~ Exhibit No. 178

CX 178 M

3902

[redacted]	Buttermilk		2%	Fort. Skim		Cream	H & H	[redacted]		[redacted]	[redacted]
[redacted]	½ Gal.	Qt.	½ Gal.	½ Gal.	Qt.	½ Pt.	Pt.	[redacted]	[redacted]	[redacted]	[redacted]
[redacted]	.3234	.1662	.3104	.3024	.1542	.2742	.2532	[redacted]	[redacted]	[redacted]	[redacted]
[redacted]	.368 1/	.206	.372	.347	.194	.288	.257	[redacted]	[redacted]	[redacted]	[redacted]
[redacted]	13.8	23.9	19.8	14.7	25.8	5.0	1.5	[redacted]	[redacted]	[redacted]	[redacted]

[redacted]	.3234	.1662	.3104	.3024	.1542	.2742	.2532	[redacted]	[redacted]	[redacted]	[redacted]
[redacted]	.392	.206	.372	.347	.194	.288	.263 1/	[redacted]	[redacted]	[redacted]	[redacted]
[redacted]	21.2	23.9	19.8	14.7	25.8	5.0	3.9	[redacted]	[redacted]	[redacted]	[redacted]

	[redacted]	Homo			Choc.	[redacted]
Week Ended 3/4/67	[redacted]	Gal.	½ Gal.	Qt.	Qt.	[redacted]
A & P Price - Valparaiso	[redacted]	.6628	.3314	.1807	.2252	[redacted]
Tittle Net Price	[redacted]	.792	.399	.217	.252	[redacted]
Percent of Discrimination	[redacted]	19.5	20.4	20.1	11.9	[redacted]

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	2,161.71
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	1,821.46
Dollar Discrimination (Overcharge)	[redacted]	340.25
Percent of Discrimination (Overcharge)	[redacted]	18.7

Week Ended 3/11/67						
A & P Price - Valparaiso	[redacted]	.6628	.3314	.1807	.2252	[redacted]
Tittle Net Price	[redacted]	.792	.399	.217	.252	[redacted]
Percent of Discrimination	[redacted]	19.5	20.4	20.1	11.9	[redacted]

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	2,189.36
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	1,839.53
Dollar Discrimination (Overcharge)	[redacted]	349.83
Percent of Discrimination (Overcharge)	[redacted]	19.0

1/ Special Price.

FEDERAL TRADE COMMISSION
Docket No. 8866 COMMISSION ~~RESPONDENT~~ Exhibit No. 198 N

CX 198-N

PAPER											
[redacted]	Buttermilk		2%	Fort. Skim		Whip Cream	H & H	[redacted]		[redacted]	[redacted]
[redacted]	½ Gal.	Qt.	½ Gal.	½ Gal.	Qt.	½ Pt.	Pt.	[redacted]	[redacted]	[redacted]	[redacted]
[redacted]	.3234	.1662	.3104	.3024	.1542	.2742	.2532	[redacted]	[redacted]	[redacted]	-
[redacted]	.392	.173 1/	.372	.347	.194	.288	.257	[redacted]	[redacted]	[redacted]	-
[redacted]	21.2	4.1	19.8	14.7	25.8	5.0	1.5	[redacted]	[redacted]	[redacted]	-

[redacted]	.3234	.1662	.3104	.3024	.1542	.2742	.2532	[redacted]	[redacted]	[redacted]	[redacted]
[redacted]	.392	.206	.372	.347	.194	.288	.257	[redacted]	[redacted]	[redacted]	[redacted]
[redacted]	21.2	23.9	19.8	14.7	25.8	5.0	1.5	[redacted]	[redacted]	[redacted]	[redacted]

Week Ended 3/18/67	[redacted]	Home Gal.	Home ½ Gal.	Home Qt.	Choc. Qt.
A & P Price - Valparaiso	[redacted]	.6492	.3246	.1773	.2218
Tittle Net Price	[redacted]	.792	.399	.217	.252
Percent of Discrimination	[redacted]	22.0	22.9	22.4	13.6

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	1,910.37
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	1,579.11
Dollar Discrimination (Overcharge)	[redacted]	331.26
Percent of Discrimination (Overcharge)	[redacted]	21.0

Week Ended 3/25/67					
A & P Price - Valparaiso	[redacted]	.6492	.3246	.1773	.2218
Tittle Net Price	[redacted]	.792	.399	.217	.252
Percent of Discrimination	[redacted]	22.0	22.8	22.4	13.6

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	2,093.11
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	1,739.03
Dollar Discrimination (Overcharge)	[redacted]	354.08
Percent of Discrimination (Overcharge)	[redacted]	20.4

*/ Special Price.

3904

FEDERAL TRADE COMMISSION
Docket No. 8866 ~~Respondent~~ COMMISSION Exhibit No. 198

CX 198-r

647

[redacted]	P A P E R Buttermilk		2%	Fort. Skim		Whip. Cream	H & H	[redacted]		[redacted]	[redacted]
	½ Gal.	Qt.	½ Gal.	½ Gal.	Qt.	½ Pt.	Pt.	[redacted]	[redacted]	[redacted]	[redacted]
[redacted]	.3166	.1628	.3036	.2956	.1508	.2708	.2493	[redacted]	[redacted]	-	[redacted]
[redacted]	.392	.206	.372	.347	.194	.288	.257	[redacted]	[redacted]	-	[redacted]
[redacted]	23.8	26.5	22.5	17.4	28.6	6.4	2.9	[redacted]	[redacted]	-	[redacted]

[redacted]	.3166	.1628	.3036	.2956	.1508	.2708	.2493	[redacted]	[redacted]	[redacted]	[redacted]
[redacted]	.392	.206	.372	.347	.194	.27 1/	.257	[redacted]	[redacted]	[redacted]	[redacted]
[redacted]	23.8	26.5	22.5	17.4	28.6	(.3)	2.9	[redacted]	[redacted]	[redacted]	[redacted]

	[redacted]	Homo			Choc.	[redacted]
Week Ended 4/1/67	[redacted]	Gal.	½ Gal.	Qt.	Qt.	[redacted]
A & P Price - Valparaiso	[redacted]	.6492	.3246	.1773	.2218	[redacted]
Tittle Net Price	[redacted]	.792	.399	.217	.213 1/	[redacted]
Percent of Discrimination	[redacted]	22.0	22.9	22.4	(4.1)	[redacted]

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	2,275.71
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	1,899.07
Dollar Discrimination (Overcharge)	[redacted]	376.64
Percent of Discrimination (Overcharge)	[redacted]	19.8

FEDERAL TRADE COMMISSION
Docket No. 8866 COMMISSION ~~RESPONDENT~~ Exhibit No. 198-P

CX 198-P

6478

1/ Special Price.

	PAPER										
	Buttermilk		2%	Forg. Skim		Whip Cream	H & H	Sour Cream		[redacted]	[illegible]
[redacted]	½ Gal.	Qt.	½ Gal.	½ Gal.	Qt.	½ Pt.	Pt.	16 Oz.	8 Oz.		
[redacted]	.3166	.1628	.3036	.2956	.1508	.2708	.2498	.4537	.2321	[redacted]	[illegible]
[redacted]	.392	.206	.372	.347	.194	.288	.257	.518	.282	[redacted]	[illegible]
	23.8	26.5	22.5	17.4	28.6	6.4	2.9	14.2	21.5	[redacted]	17.3

[redacted]

Week Ended 6/7/69	Homo Gal.	Homo ½ Gal.	Homo Qt.	Chocolate Qt.	[redacted]
A & P Price - Valparaiso	.7332	.3666	.1983	.2428	[redacted]
Tittle Net Price	.8080	.406	.22	.251	[redacted]
Percent of Discrimination	10.2	10.7	10.9	3.4	[redacted]

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	$ 2,496.41
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	2,296.23
Dollar Discrimination (Overcharge)	[redacted]	200.18
Percent of Discrimination (Overcharge)	[redacted]	8.7

Week Ended 6/14/69	Homo Gal.	Homo ½ Gal.	Homo Qt.	Chocolate Qt.	[redacted]
A & P Price - Valparaiso	.7332	.3666	.1983	.2428	[redacted]
Tittle Net Price	.8080	.406	.22	.251	[redacted]
Percent of Discrimination	10.2	10.7	10.9	3.4	[redacted]

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	$ 2,830.88
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	2,706.13
Dollar Discrimination (Overcharge)	[redacted]	124.75
Percent of Discrimination (Overcharge)	[redacted]	4.6

a/ Special Price.

Note: Percentages based on price differences divided by lowest price.
( ) indicates those products on which A & P Store does not receive lowest price

3906

FEDERAL TRADE COMMISSION
Docket No. 8866 COMMISSION ~~RESPONDENT~~ Exhibit No. 198 G

CX 198-G

[illegible] Joseph [illegible] & [illegible] Inc. [illegible] of [illegible]
[illegible] on Prices Charged A & P Stores [illegible]

P A P E R										
Buttermilk		2%	Fort. Skim		Whip Cream	H & H	Sour Cream		[redacted]	[illegible] Di-
½ Gal.	Qt.	½ Gal.	½ Gal.	Qt.	½ Pt.	Pt.	16 Oz.	8 Oz.	[redacted]	½ Pt.
.3200	.1838	.3456	.3376	.1718	.2918	.2708	.4810	.2617	[redacted]	-
.406	.22	.374	.259	.199	.302	.266	.499	.271	[redacted]	-
26.9	19.7	8.2	(30.3)	15.8	3.5	(1.8)	3.7	3.6	[redacted]	-
.3200	.1838	.3456	.3376	.1718	.2918	.2708	.4810	.2617	[redacted]	.2841
.406	.22	.325 1/	.259	.199	.302	.266	.499	.271	[redacted]	.294
26.9	19.7	(6.3)	(30.3)	15.8	3.5	(1.8)	3.7	3.6	[redacted]	3.5

	Homo			Chocolate		Butt
Week Ended 6/21/69	Gal.	½ Gal.	Qt.	Qt.	[redacted]	½ Gal.
A & P Price - Valparaiso 1/	.7332	.3666	.1983	.2428	[redacted]	.3586
Tittle Net Price	.8080	.406	.22	.251	[redacted]	.406
Percent of Discrimination	10.2	10.7	10.9	3.4	[redacted]	13.2

Total Net Billing to Tittle of its Purchases of These [redacted] 13 Items	[redacted]	1,776.79
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	1,627.68
Dollar Discrimination (Overcharge)	[redacted]	149.11
Percent of Discrimination (Overcharge)	[redacted]	9.2

Week Ended 6/28/69						
A & P Price - Valparaiso	.7332	.3666	.1983	.2428	[redacted]	.3586
Tittle Net Price	.8080	.406	.22	.251	[redacted]	.406
Percent of Discrimination	10.2	10.7	10.9	3.4	[redacted]	13.2

Total Net Billing to Tittle of Its Purchases of These [redacted] Items	[redacted]	2,714.05
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	2,514.88
Dollar Discrimination (Overcharge)	[redacted]	199.17
Percent of Discrimination (Overcharge)	[redacted]	7.9

1/ Special Price.

FEDERAL TRADE COMMISSION
Docket No. 8866 COMMISSION ~~RESPONDENT~~ Exhibit No. 198-R

CX198-R

6480

	PAPER									
ermilk	2%	Fort. Skim		Whip Cream	H & H	Sour Cream		[redacted]	Onion Dip	[redacted]
Qt.	½ Gal.	½ Gal.	Qt.	½ Pt.	Pt.	16 Oz.	8 Oz.	[redacted]	½ Pt.	[redacted]
.1838	.3456	.3376	.1718	.2918	.2400	.4810	.2617	[redacted]	-	-
.22	.374	.259	.199	.302	.266	.499	.271	[redacted]	-	-
19.7	8.2	(30.3)	15.8	3.5	10.8)	3.7	3.6	[redacted]	-	-

.1838	.3456	.3376	.1718	.2918	.2400	.4810	.2617	[redacted]	.2841	[redacted]
.16 2/	.374	.259	.199	.302	.266	.499	.271	[redacted]	.294	[redacted]
(14.9)	8.2	(30.3)	15.8	3.5	10.8	3.7	3.6	[redacted]	3.5	[redacted]

[illegible]

Week Ended 7/5/69	Homo Gal.	½ Gal.	Qt.	
A & P Price - Valparaiso	.7332	.3666	.1983	
Tittle Net Price	.808	.406	.22	
Percent of Discrimination	10.2	10.7	10.9	3

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	1,881.
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	1,726.
Dollar Discrimination (Overcharge)	[redacted]	154.
Percent of Discrimination (Overcharge)	[redacted]	9.

Week Ended 7/12/69				
A & P Price - Valparaiso	.7432	.3716	.2008	
Tittle Net Price	.808	.406	.22	
Percent of Discrimination	8.7	9.3	9.6	2

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	2,777
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	2,61
Dollar Discrimination (Overcharge)	[redacted]	16
Percent of Discrimination (Overcharge)	[redacted]	

1/ Special Price.

FEDERAL TRADE COMMISSION
Docket No. 8866 COMMISSION ~~RESPONDENT~~ Exhibit No. 188
5

CX 188-S

3908

6481

TABLE

	Choc.		Buttermilk		2%	Fort. Skim		Whip Cream	H & H	Sour Cream		[redacted]
	Qt.	[redacted]	½ Gal.	Qt.	½ Gal.	½ Gal.	Qt.	½ Pt.	Pt.	16 Oz.	8 Oz.	[redacted]
3	.2428	[redacted]	.3586	.1838	.3456	.3376	.1718	.2918	.2708	.4810	.2517	[redacted]
	.251	[redacted]	.406	.22	.374	.259	.199	.302	.266	.499	.271	[redacted]
	3.4	[redacted]	13.2	19.7	8.2	(30.3)	15.8	3.5	(1.8)	3.7	3.6	[redacted]

81.07
76.39
54.68
9.0

8	.2453	[redacted]	.3636	.1863	.3506	.3416	.1743	.2943	.2733	.4860	.2642	[redacted]
	.251	[redacted]	.406	.16 1/	.374	.259	.199	.302	.266	.499	.271	[redacted]
	2.3	[redacted]	11.7	(16.4)	6.7	(32.3)	14.2	2.6	(2.7)	2.7	2.6	[redacted]

777.47
610.67
166.80
6.4

	Homo			Chocola
Week Ended 7/19/69	Gal.	½ Gal.	Qt.	Qt.
A & P Price - Valparaiso	.7432	.3716	.2008	.2453
Tittle Net Price	.808	.406	.22	.218 1/
Percent of Discrimination	8.7	9.3	9.6	(12.5)

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	2,637.37
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	2,493.95
Dollar Discrimination (Overcharge)	[redacted]	138.4
Percent of Discrimination (Overcharge)	[redacted]	5.6

Week Ended 7/26/69				
A & P Price - Valparaiso	.7432	.3716	.2008	.2453
Tittle Net Price	.808	.406	.22	.251
Percent of Discrimination	8.7	9.3	9.6	2.3

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	2,343.94
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	2,274.2
Dollar Discrimination (Overcharge)	[redacted]	69.65
Percent of Discrimination (Overcharge)	[redacted]	3.1

1/ Special Price.

FEDERAL TRADE COMMISSION
Docket No. 8866 COMMISSION ~~RESPONDENT~~ Exhibit No. 198
T

CX 198-T

6482

te [redacted]	Buttermilk ½ Gal.	 Qt.	2% ½ Gal.	Fort. Skim ½ Gal.	 Qt.	Whip Cream ½ Pt.	H & H Pt.	Sour Cream 16 Oz.	 8 Oz.	[redacted]	[redacted]
				PAPER							
[redacted]	.3636	.1863	.3506	.3426	.1743	.2943	.2733	.4860	.2642	[redacted]	[redacted]
[redacted]	.406	.22	.374	.259	.199	.302	.266	.499	.271	[redacted]	[redacted]
[redacted]	11.7	18.1	6.7	(32.3)	14.2	2.6	(2.7)	2.7	2.6	[redacted]	[redacted]

[redacted]	.3636	.1863	.3506	.3426	.1743	.2943	.2733	.4860	.2642	[redacted]	-
[redacted]	.406	.22	.33 1/	.259	.199	.302	.266	.499	.271	[redacted]	-
[redacted]	11.7	18.1	(6.2)	(32.3)	14.2	2.6	(2.7)	2.7	2.6	[redacted]	-

3909

	Homo			Chocolate		Butterm
Week Ended 8/2/69	Gal.	½ Gal.	Qt.	Qt.	[redacted]	½ Gal.
A & P Price - Valparaiso	.7432	.3716	.2008	.2453	[redacted]	.3636
Tittle Net Price	.808	.406	.22	.251	[redacted]	.406
Percent of Discrimination	8.7	9.3	9.6	2.3	[redacted]	11.7

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	2,378.08
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	2,167.81
Dollar Discrimination (Overcharge)	[redacted]	160.27
Percent of Discrimination (Overcharge)	[redacted]	7.4

3910

Week Ended 8/9/69						
A & P Price - Valparaiso	.7432	.3716	.2008	.2453	[redacted]	.3636
Tittle Net Price	.808	.406	.22	.251	[redacted]	.33 1/
Percent of Discrimination	8.7	9.3	9.6	2.3	[redacted]	(10.2)

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	2,365.94
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	2,216.11
Dollar Discrimination (Overcharge)	[redacted]	149.83
Percent of Discrimination (Overcharge)	[redacted]	6.8

FEDERAL TRADE COMMISSION
Docket No. 8866 COMMISSION ~~RESPONDENT~~ Exhibit No. 148 C

CX 148-U

6483

1/ Special Price.

P A P E R										
ilk	2%	Fort. Skim		Whip Cream	H & H	Sour Cream		[redacted]	Onion Dip	[redacted]
Qt.	½ Gal.	½ Gal.	Qt.	½ Pt.	Pt.	16 Oz.	8 Oz.		½ Pt.	
.1863	.3506	.3426	.1743	.2450	.2733	.4560	.2642	[redacted]	-	-
.22	.374	.259	.199	.25 1/	.266	.459	.271	[redacted]	-	-
18.1	6.7	(32.3)	14.2	2.0	(2.7)	2.7	2.6	[redacted]	-	-

.1863	.3506	.3426	.1743	.2943	.2733	.4560	.2642	[redacted]	.2566	[redacted]
.22	.374	.259	.199	.302	.266	.499	.271	[redacted]	.294	[redacted]
18.1	6.7	(32.3)	14.2	2.6	(2.7)	2.7	2.6	[redacted]	2.6	[redacted]

Week Ended 8/16/69	Homo Gal.	Homo ½ Gal.	Homo Qt.	Chocolate [redacted]	Chocolate Qt.	Butt ½ Gal.
A & P Price - Valparaiso	.7432	.3716	.2008	-	.2453	.3636
Tittle Net Price	.808	.406	.22	-	.251	.406
Percent of Discrimination	8.7	9.3	9.6	-	2.3	11.7

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	2,703.47
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	2,516.67
Dollar Discrimination (Overcharge)	[redacted]	186.80
Percent of Discrimination (Overcharge)	[redacted]	7.4

Week Ended 8/23/69	Homo Gal.	Homo ½ Gal.	Homo Qt.	Chocolate [redacted]	Chocolate Qt.	Butt ½ Gal.
A & P Price - Valparaiso	.7432	.3716	.2008	[redacted]	.2453	.3636
Tittle Net Price	.808	.406	.22	[redacted]	.251	.406
Percent of Discrimination	8.7	9.3	9.6	[redacted]	2.3	11.7

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	2,006.62
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	1,875.98
Dollar Discrimination (Overcharge)	[redacted]	130.64
Percent of Discrimination	[redacted]	7.0

FEDERAL TRADE COMMISSION
Docket No. 8866 COMMISSION ~~RESPONDENT~~ Exhibit No. 198 V

CX198-V

6484

1/ Special Price.

PAPER									
ermilk	2%	Fort. Skim		Whip Cream	H & H	Sour Cream		[redacted]	[redacted]
Qt.	½ Gal.	½ Gal.	Qt.	½ Pt.	Pt.	16 Oz.	8 Oz.		
.1863	.3506	.3426	.1743	.2943	.2733	.4300	.2642	[redacted]	[redacted]
.22	.374	.259	.199	.302	.266	.43 1/	.271	[redacted]	[redacted]
18.1	6.7	(32.3)	14.2	2.6	(2.7)	-0-	2.6	[redacted]	[redacted]
.1863	.3506	.3426	.1743	.2943	.2733	-	-	-	-
.22	.374	.259	.199	.302	.24 1/	-	-	-	-
18.1	6.7	(32.3)	14.2	2.6	(13.9)	-	-	-	-

3911

	Homo			Chocolate		Butte
Week Ended 8/30/69	Gal.	½ Gal.	Qt.	Qt.	[redacted]	½ Gal.
A & P Price - Valparaiso	.7432	.3716	.2008	.2453	[redacted]	.3636
Tittle Net Price	.808	.406	.22	.251	[redacted]	.406
Percent of Discrimination	8.7	9.3	9.6	2.3	[redacted]	11.7

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	2,135.78
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	1,980.59
Dollar Discrimination (Overcharge)	[redacted]	155.19
Percent of Discrimination (Overcharge)	[redacted]	7.8

3912

FEDERAL TRADE COMMISSION
Docket No. 8866 COMMISSION
~~RESPONDENT~~ Exhibit No. 198
W

6485

CX 198 - W

PAPER									
rmilk	2%	Fort. Skim		Whip Cream	H & H	Sour Cream		[illegible]	Onion Dip
Qt.	½ Gal.	½ Gal.	Qt.	½ Pt.	Pt.	16 Oz.	8 Oz.	[illegible]	½ Pt.
.1863	.3506	.3426	.1743	.2943	.2733	.4860	.2642	[illegible]	.2866
.22	.374	.259	.199	.302	.266	.499	.271	[illegible]	.284
18.1	6.7	(32.3)	14.2	2.6	(2.7)	2.7	2.6	[illegible]	2.6

Week Beginning [illegible]/69	Homo Gal.	Homo ½ Gal.	Homo Qt.	Chocolate Qt.	Chocolate [redacted]	Butt ½ Gal.
A & P Price - Valparaiso	.7432	.3716	.2008	.2453	[redacted]	.3636
Tittle Net Price	.808	.406	.22	.251	[redacted]	.406
Percent of Discrimination	8.7	9.3	9.6	2.3	[redacted]	11.7

Total Net Billing to Tittle of its Purchases of These Items	[redacted]	3,016.38
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	2,963.27
Dollar Discrimination (Overcharge)	[redacted]	53.11
Percent of Discrimination (Overcharge	[redacted]	1.8

Week Beginning [illegible]/69						
A & P Price - Valparaiso	.7432	.3716	.2008	.2453	[redacted]	.3636
Tittle Net Price	.808	.406	.22	.251	[redacted]	.406
Percent of Discrimination	8.7	9.3	9.6	2.3	[redacted]	11.7

Total Net Billing to Tittle of its Purchases of These Items	[redacted]	2,735.31
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	2,546.76
Dollar Discrimination (Overcharge)	[redacted]	188.55
Percent of Discrimination (Overcharge)	[redacted]	7.4

1/ Special Price.

FEDERAL TRADE COMMISSION
Docket No. 8866 COMMISSION ~~RESPONDENT~~ Exhibit No. 198
X

CX 198-X

6986

P A P E R										
rmilk	2%	Fort, Skim		Whip Cream	H & H	Sour Cream		[redacted]	Onion Dip	[redacted]
Qt.	½ Gal.	½ Gal.	Qt.	½ Pt.	Pt.	16 Oz.	8 Oz.		1 Pt.	
.1863	.3506	.3426	.1743	.2943	.2733	.4860	.2642	[redacted]	-	-
.22	.33 1/	.259	.199	.302	.266	.499	.271	[redacted]	-	-
18.1	(6.2)	(32.3)	14.2	2.6	(2.7)	2.7	2.6	[redacted]	-	-

.1863	.3506	.3426	.1743	.2943	.2733	.4860	.2642	[redacted]	.2866	[redacted]
.22	.374	.259	.199	.302	.266	.499	.271	[redacted]	.294	[redacted]
18.1	6.7	(32.3)	14.2	2.6	(2.7)	2.7	2.6	[redacted]	2.6	[redacted]

Week Ended 9/20/69	Home Gal.	Home ½ Gal.	Home Qt.	Chocolate Qt.	Chocolate [redacted]	Butte ½ Gal.
A & P Price - Valparaiso	.7432	.3716	.2008	.2453	[redacted]	.3636
Tittle Net Price	.808	.406	.22	.251	[redacted]	.33 1/
Percent of Discrimination	8.7	9.3	9.6	2.3	[redacted]	(10.2)

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	2,190,68
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	2,050,32
Dollar Discrimination (Overcharge)	[redacted]	140.36
Percent of Discrimination (Overcharge)	[redacted]	6.8

Week Ended 9/27/69	Home Gal.	Home ½ Gal.	Home Qt.	Chocolate Qt.	Chocolate [redacted]	Butte ½ Gal.
A & P Price - Valparaiso	.7432	.3716	.2008	.2453	[redacted]	.3636
Tittle Net Price	.808	.406	.22	.251	[redacted]	.406
Percent of Discrimination	8.7	9.3	9.6	2.3	[redacted]	11.7

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	2,402,82
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	2,237,82
Dollar Discrimination (Overcharge)	[redacted]	165.00
Percent of Discrimination (Overcharge)	[redacted]	7.4

1/ Special Price.

3914

FEDERAL TRADE COMMISSION
Docket No. 8866 COMMISSION ~~RESPONDENT~~ Exhibit No. 198 Y

6487

CX 198-Y

P A P E R

milk	2%	Fort. Skim		Whip Cream	H & H	Sour Cream		[redacted]
Qt.	½ Gal.	½ Gal.	Qt.	½ Pt.	Pt.	16 Oz.	8 Oz.	
.1863	.3506	.3426	.1743	.2943	.2733	.4860	.2642	[redacted]
.22	.374	.259	.199	.302	.266	.499	.271	[redacted]
18.1	6.7	(32.3)	14.2	2.6	(2.7)	2.7	2.6	[redacted]

.1863	.3506	.3426	.1743	.2943	.2733	.4860	.2642	[redacted]
.22	.374	.259	.199	.302	.266	.499	.271	[redacted]
18.1	6.7	(32.3)	14.2	2.6	(2.7)	2.7	2.6	[redacted]

	Homo			Chocolate		Butterm
Week Ended 10/4/69	Gal.	½ Gal.	Qt.	[redacted]	Qt.	½ Gal.
A & P Price - Valparaiso	.7432	.3716	.2008	[redacted]	.2453	.3636
Tittle Net Price	.808	.406	.22	[redacted]	.251	.406
Percent of Discrimination	8.7	9.3	9.6	[redacted]	2.3	11.7

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	2,941.82
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	2,884.08
Dollar Discrimination (Overcharge)	[redacted]	57.74
Percent of Discrimination (Overcharge)	[redacted]	2.0

Week Ended 10/11/69						
A & P Price - Valparaiso	.7432	.3716	.2008	[redacted]	.2453	.3636
Tittle Net Price	.808	.406	.22	[redacted]	.251	.406
Percent of Discrimination	8.7	9.3	9.6	[redacted]	2.3	11.7

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	2,175.97
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	2,017.35
Dollar Discrimination (Overcharge)	[redacted]	158.62
Percent of Discrimination (Overcharg	[redacted]	7.9

1/ Special Price.

FEDERAL TRADE COMMISSION
Docket No. 8866 COMMISSION ~~RESPONDENT~~ Exhibit No. 198
Z

CX 198

PAPER										
ilk	2%	Fort. Skim		Whip Cream	H & H	Sour Cream		[illegible]	Onion Dip	[illegible]
Qt.	½ Gal.	½ Gal.	Qt.	½ Pt.	Pt.	16 Oz.	8 Oz.	[illegible]	½ Pt.	[illegible]
.1863	.3506	.3426	.1743	.2943	.2733	.4560	.2642	[illegible]	.2566	[illegible]
.22 ..	.33 1/	.259	.199	.302	.266	.499	.271	[illegible]	.294	[illegible]
8.1	(6.2)	(32.3)	14.2	2.6	(2.7)	2.7	2.6	[illegible]	2.6	[illegible]

.1863	.3506	.3426	.1743	.2943	.2400	.4560	.2642	[illegible]	-	-
.22	.374	.259	.199	.302	.266	.499	.271	[illegible]	-	-
18.1	6.7	(32.3)	14.2	2.6	10.8	2.7	2.6	[illegible]	-	-

Week Ended 10/19/69	Homo Gal.	Homo ½ Gal	Homo Qt.	Chocolate [redacted]	Chocolate Qt.	Buttermilk ½ Gal.	Buttermilk Qt.
A & P Price - Valparaiso	.7432	.3716	.2008	[redacted]	.2453	.3636	.1863
Tittle Net Price	.808	.406	.22	[redacted]	.251	.33 1/	.22
Percent of Discrimination	8.7	9.3	9.6	[redacted]	2.3	(10.2)	18.1

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	2,587.56
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	2,416.15
Dollar Discrimination (Overcharge)	[redacted]	171.41
Percent of Discrimination (Overcharge)	[redacted]	7.1

Week Ended 10/26/69	Homo Gal.	Homo ½ Gal	Homo Qt.	Chocolate [redacted]	Chocolate Qt.	Buttermilk ½ Gal.	Buttermilk Qt.
A & P Price - Valparaiso	.7432	.3716	.2008	[redacted]	.2453	.3636	.1863
Tittle Net Price	.808	.406	.22	[redacted]	.251	.406	.22
Percent of Discrimination	8.7	9.3	9.6	[redacted]	2.3	11.7	18.1

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	2,071.52
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	1,924.34
Dollar Discrimination (Overcharge)	[redacted]	147.18
Percent of Discrimination (Overcharge)	[redacted]	7.6

FEDERAL TRADE COMMISSION
Docket No. 8866 COMMISSION ~~RESPONDENT~~ Exhibit No. 198
Z-1

1/ Special Price.

PAPER

2%	Fort. Skim		Whip Cream	H & H	Sour Cream		[redacted]	Onion Dip
½ Gal.	½ Gal.	Qt.	½ Pt.	Pt.	16 Oz.	8 Oz.		½ Pt.
.3506	.3426	.1743	.2943	.2400	.4860	.2642	[redacted]	.2866
.374	.259	.199	.302	.266	.499	.271	[redacted]	.294
6.7	(32.3)	14.2	2.6	10.8	2.7	2.6	[redacted]	2.6

.3506	.3426	.1743	.2943	.2733	.4860	.2642	[redacted]	.2866
.374	.259	.199	.302	.266	.499	.271	[redacted]	.294
6.7	(32.3)	14.2	2.6	(2.7)	2.7	2.6	[redacted]	2.6

Week Ended 11/1/69	Homo			Chocolate		Buttermilk	
	Gal.	½ Gal.	Qt.	Qt.	[redacted]	½ Gal.	Qt.
A & P Price - Valparaiso	.7432	.3716	.2008	.2453	[redacted]	.3636	.1863
Tittle Net Price	.808	.406	.22	.251	[redacted]	.406	.22
Percent of Discrimination	8.7	9.3	9.6	2.3	[redacted]	11.7	18.1

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	3,194.21
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	3,127.84
Dollar Discrimination (Overcharge)	[redacted]	66.37
Percent of Discrimination (Overcharge)	[redacted]	2.1

Week Ended 11/8/69							
A & P Price - Valparaiso	.7432	.3716	.2008	.2453	[redacted]	.3636	.1863
Tittle Net Price	.808	.406	.22	.218 1/	[redacted]	.406	.22
Percent of Discrimination	8.7	9.3	9.6	(12.5)	[redacted]	11.7	18.1

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	2,744.46
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	2,647.70
Dollar Discrimination (Overcharge)	[redacted]	96.76
Percent of Discrimination (Overcharge)	[redacted]	3.7

1/ Special Price.

FEDERAL TRADE COMMISSION
Docket No. 8866 COMMISSION ~~RESPONDENT~~ Exhibit No. 198 Z-2

APER

2%	Fort. Skim		Whip Cream	H & H	Sour Cream		[redacted]	Onion Dip
½ Gal.	½ Gal.	Qt.	½ Pt.	Pt.	16 Oz.	8 Oz.		½ Pt.
.3506	.3426	.1743	.2943	.2733	.4860	.2642	[redacted]	-
.33 1/	.259	.199	.302	.266	.499	.27[illegible]	[illegible]	-
(6.2)	(32.3)	14.2	2.6	(2.7)	2.7	2.6	[redacted]	-
.3506	.3426	.1743	.2943	.2733	-	-	-	.2866
.374	.259	.199	.302	.266	-	-	-	.294
6.7	(32.3)	14.2	2.6	(2.7)	-	-	-	2.6

3917

Week Ended 11/15/69	Home Gal.	Home ½ Gal.	Home Qt.	Chocolate Qt.	Chocolate [redacted]	Buttermilk ½ Gal.	Buttermilk Qt.
A & P Price - Valparaiso	.7432	.3716	.2008	.2453	[redacted]	.3636	.186
Tittle Net Price	.808	.406	.22	.251	[redacted]	.406	.22
Percent of Discrimination	8.7	9.3	9.6	2.3	[redacted]	11.7	18.1

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	2,179.09
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	2,025.70
Dollar Discrimination (Overcharge)	[redacted]	153.39
Percent of Discrimination (Overcharge)	[redacted]	7.6

Week Ended 11/22/69	Home Gal.	Home ½ Gal.	Home Qt.	Chocolate Qt.	Chocolate [redacted]	Buttermilk ½ Gal.	Buttermilk Qt.
A & P Price - Valparaiso	.7432	.3716	.2008	.2453	[redacted]	.3636	.186
Tittle Net Price	.808	.406	.22	.251	[redacted]	.406	.22
Percent of Discrimination	8.7	9.3	9.6	2.3	[redacted]	11.7	18.1

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	2,776.18
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	2,613.42
Dollar Discrimination (Overcharge)	[redacted]	162.76
Percent of Discrimination (Overcharge)	[redacted]	6.2

1/ Special Price.

FEDERAL TRADE COMMISSION
Docket No. 8866 COMMISSION ~~RESPONDENT~~ Exhibit No. 198
E-3

CX 198-Z

P A P E R										
ermilk	2%	Fort, Skim		Whip Cream	H & H	Sour Cream		[redacted]	[redacted]	Egg Nog
Qt.	½ Gal.	½ Gal.	Qt.	½ Pt.	Pt.	16 Oz.	8 Oz.			Qt.
.1863	.3506	.3426	.1743	.2943	.2733	.4860	.2642	[redacted]	[redacted]	-
.22	.374	.259	.199	.302	.266	.499	.271	[redacted]	[redacted]	-
18.1	6.7	(32.3)	14.2	2.6	(2.7)	2.7	2.6	[redacted]	[redacted]	-
.1863	.3506	.3426	.1743	.2943	.2733	.4860	.2642	[redacted]	-	.4292
.22	.374	.259	.199	.25 1/	.266	.43 1/	.271	[redacted]	-	.427
18.1	6.7	(32.3)	14.2	(17.7)	(2.7)	(13.0)	2.6	[redacted]	-	4.3

Week Ended 11/29/69	Homo			Chocolate		Butte
	Gal.	½ Gal.	Qt.	Qt.	[redacted]	½ Gal.
A & P Price - Valparaiso	.7432	.3716	.2003	.2453	[redacted]	.3636
Tittle Net Price	.808	.406	.22	.251	[redacted]	.406
Percent of Discrimination	8.7	9.3	9.6	2.3	[redacted]	11.7

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	2,388.53
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	2,235.30
Dollar Discrimination (Overcharge)	[redacted]	153.23
Percent of Discrimination (Overcharge)	[redacted]	6.9

1/ Special Price.

FEDERAL TRADE COMMISSION
Docket No. 8866 COMMISSION ~~RESPONDENT~~ Exhibit No. 198
I-4

CX198-711

6392

PAPER									
milk	2%	Fort. Skim		Egg Nog	Whip Cream	H & H	Sour Cream		[illegible]
Qt.	½ Gal.	½ Gal.	Qt.	Qt.	½ Pt.	Pt.	16 Oz.	8 Oz.	[illegible]
.1863	.3506	.3426	.1743	.4092	.2450	.2733	.4560	.2642	[illegible]
.22	.374	.259	.199	.427	.25 1/	.266	.43 1/	.271	[illegible]
18.1	6.7	(32.3)	14.2	4.3	2.0	(2.7)	(13.0)	2.6	[illegible]

3919

Week Ending [redacted]	Homo Gal.	Homo ½ Gal.	Homo Qt.	Chocolate Qt.	Chocolate [redacted]	Buttermilk ½ Gal.	Buttermilk Qt.
A & P Price - [illegible]	.7700	.3850	.2075	.2520	[redacted]	.3770	.1930
Tittle Net Price	.85	.427	.23	.262	[redacted]	.427	.23
Percent of Discrimination	10.4	10.9	10.8	4.0	[redacted]	13.3	19.2

Total Net Paid to Tittle of its Purchases of These Items	[redacted]	3,296.59
Billing If It Had Been Charged Prices Paid by A & P For These Items	[redacted]	3,228.51
Dollar Discrimination (Overcharge)	[redacted]	68.08
Percent of Discrimination (Overcharge)	[redacted]	2.1

Week Ending [redacted]							
A & P Price - [illegible]	.7700	.3850	.2075	.2520	[redacted]	.3770	.1930
Tittle Net Price	.85	.427	.23	.262	[redacted]	.33 1/	.23
Percent of Discrimination	10.4	10.9	10.8	4.0	[redacted]	(14.2)	19.2

Total Net Paid to Tittle of its Purchases of These Items	[redacted]	2,576.96
Billing If It Had Been Charged Prices Paid by A & P For These Items	[redacted]	2,373.76
Dollar Discrimination (Overcharge)	[redacted]	203.20
Percent of Discrimination (Overcharge)	[redacted]	8.7

1/ Special Price.

3920

FEDERAL TRADE COMMISSION
Docket No. 8866 ~~RESPONDENT~~ COMMISSION Exhibit No. 198 Z-5

6493

CX 198-Z5

APER

27.	Fort. Skim		Whip Cream	H & H	Egg Nog	Sour Cream		[redacted]
½ Gal.	½ Gal.	Qt.	½ Pt.	Pt.	Qt.	16 Oz.	8 Oz.	[redacted]
.3640	.3560	.1810	.2450	.2800	-	-	-	-
.33 1/	.38	.21	.313	.277	-	-	-	-
(10.3)	6.7	16.0	27.8	(1.1)	-	-	-	-
.3640	.3560	.1810	.3010	.2800	.4092	.4994	.2709	[redacted]
.395	.38	.21	.313	.277	.427	.52	.282	[redacted]
8.5	6.7	16.0	4.0	(1.1)	4.3	4.1	4.1	[redacted]

Week Ended 12/20/69	Homo Gal.	Homo ½ Gal.	Homo Qt.	Chocolate Qt.	Chocolate [redacted]	Buttermilk ½ Gal.	Buttermilk Qt.
A & P Price - Valparaiso	.7700	.3850	.2075	.2520	[redacted]	-	.1930
Tittle Net Price	.85	.427	.23	.262	[redacted]	-	.23
Percent of Discrimination	10.4	10.9	10.8	4.0	[redacted]	-	19.2

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	2,665,38
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	2,453.17
Dollar Discrimination (Overcharge)	[redacted]	212,21
Percent of Discrimination (Overcharge)	[redacted]	8,7

Week Ended 12/27/69	Homo Gal.	Homo ½ Gal.	Homo Qt.	Chocolate Qt.	Chocolate [redacted]	Buttermilk ½ Gal.	Buttermilk Qt.
A & P Price - Valparaiso	.7700	.3850	.2075	.2520	[redacted]	.3770	.1930
Tittle Net Price	.85	.427	.23	.262	[redacted]	.427	.23
Percent of Discrimination	10.4	10.9	10.8	4.0	[redacted]	13.3	19.2

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	3,446.67
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	3,178.80
Dollar Discrimination (Overcharge)	[redacted]	267.87
Percent of Discrimination (Overcharge)	[redacted]	8.4

1/ Special Price.

FEDERAL TRADE COMMISSION
Docket No. 8866 ~~RESPONDENT~~ COMMISSION Exhibit No. 198 Z-6

CX 198-Z6

6494

PAPER

2%	Fort. Skim		Egg Nog	Whip Cream	H & H	Sour Cream		[redacted]	Onion Dip
½ Gal.	½ Gal.	Qt.	Qt.	½ Pt.	Pt.	16 Oz.	8 Oz.	[redacted]	Pt.
.3640	.3560	.1810	.4092	.3010	.2800	.4994	.2709	[redacted]	.2200
.395	.38	.21	.377 1/	.313	.277	.52	.282	[redacted]	.304
8.5	6.7	16.0	(8.5)	4.0	(1.1)	4.1	4.1	[redacted]	38.2

.3640	.3560	.1810	.3800	.3010	.2800	.4994	.2709	[redacted]	.2933
.395	.38	.21	.377	.313	.277	.52	.282	[redacted]	.304
8.5	6.7	16.0	(.8)	4.0	(1.1)	4.1	4.1	[redacted]	3.6

Week Ended 1/3/70	Homo Gal.	Homo ½ Gal.	Homo Qt.	Chocolate Qt.	[redacted]	Buttermilk ½ Gal.	Buttermilk Qt.
A & P Price - Valparaiso	.7700	.3850	-	.2520	[redacted]	.3770	.1930
Tittle Net Price	.85	.427	-	.262	[redacted]	.427	.23
Percent of Discrimination	10.4	10.9	-	4.0	[redacted]	13.3	19.2

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	2,234.39
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	2,048.89
Dollar Discrimination (Overcharge)	[redacted]	185.50
Percent of Discrimination (Overcharge)	[redacted]	9.1

3922

Week Ended 1/10/70							
A & P Price - Valparaiso	.7700	.3850	.2075	.2520	[redacted]	.3770	.1930
Tittle Net Price	.85	.427	.23	.262	[redacted]	.427	.23
Percent of Discrimination	10.4	10.9	10.8	4.0	[redacted]	13.3	19.2

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	3,458.33
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	3,314.95
Dollar Discrimination (Overcharge)	[redacted]	143.38
Percent of Discrimination (Overcharge)	[redacted]	4.3

1/ Special Price.

FEDERAL TRADE COMMISSION
Docket No. 8866 COMMISSION Exhibit No. 198 Z-Z

6995

CX198-Z7

P A P E R

2%	Fort. Skim		Egg Nog	Whip Cream	H & H	Sour Cream		[redacted]	Onion Dip	[redacted]
½ Gal.	½ Gal.	Qt.	Qt.	½ Pt.	Pt.	16 Oz.	8 Oz.		1 Pt.	
.3640	.3560	.1810	.3800	.3010	.2800	.4994	.2709	[redacted]	.2933	[redacted]
.395	.38	.21	.377	.313	.277	.52	.282	[redacted]	.304	[redacted]
8.5	6.7	16.0	(.8)	4.0	(1.1)	4.1	4.1	[redacted]	3.6	[redacted]

.3640	.3560	.1810	-	.3010	.2800	.4994	.2709	[redacted]	-	-
.33 1/	.36	.21	-	.313	.277	.52	.282	[redacted]	-	-
(10.3)	6.7	16.0	-	4.0	(1.1)	4.1	4.1	[redacted]	-	-

Week Ended 1/17/70	Homo Gal.	Homo ½ Gal.	Homo Qt.	Chocolate Qt.	Chocolate [redacted]	Buttermilk ½ Gal.	Buttermilk Qt.
A & P Price - Valparaiso	.7700	.3850	.2075	.2520	[redacted]	.3770	.1930
Tittle Net Price	.85	.427	.23	.262	[redacted]	.427	.23
Percent of Discrimination	10.4	10.9	10.8	4.0	[redacted]	13.3	19.2

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	2,489.10
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	2,269.10
Dollar Discrimination (Overcharge)	[redacted]	220.00
Percent of Discrimination (Overcharge)	[redacted]	9.7

Week Ended 1/24/70	Homo Gal.	Homo ½ Gal.	Homo Qt.	Chocolate Qt.	Chocolate [redacted]	Buttermilk ½ Gal.	Buttermilk Qt.
A & P Price - Valparaiso	.7700	.3850	.2075	.2520	[redacted]	.3770	.1930
Tittle Net Price	.85	.427	.23	.262	[redacted]	.427	.23
Percent of Discrimination	10.4	10.9	10.8	4.0	[redacted]	13.3	19.2

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	2,476.69
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	2,252.13
Dollar Discrimination (Overcharge)	[redacted]	224.56
Percent of Discrimination (Overcharge)	[redacted]	10.0

[redacted]

FEDERAL TRADE COMMISSION
Docket No. 8866 COMMISSION ~~RESPONDENT~~ Exhibit No. 198
Z-8

CX 198-7

P A P E R

27.	Fort. Skim		Whip Cream	H & H	Onion Dip	Sour Cream		[redacted]
½ Gal.	½ Gal.	Qt.	½ Pt.	Pt.	½ Pt.	16 Oz.	8 Oz.	[redacted]
.3640	.3560	.1810	.3010	.2800	-	.4994	.2709	[redacted]
.395	.38	.21	.313	.277	-	.52	.262	[redacted]
8.5	6.7	16.0	4.0	(1.1)	-	4.1	4.1	[redacted]

3923

.3640	.3560	.1810	.3010	.2450	.2933	.4994	.2709	[redacted]
.395	.38	.21	.313	.277	.304	.52	.282	[redacted]
8.5	6.7	16.0	4.0	13.1	3.6	4.1	4.1	[redacted]

Week Ended 1/31/70	Homo			Chocolate		Buttermilk	
	Gal.	½ Gal.	Qt.	Qt.	[redacted]	½ Gal.	Qt.
A & P Price - Valparaiso	.7700	.3850	.2075	.2520	[redacted]	.3770	.1930
Tittle Net Price	.85	.427	.23	.262	[redacted]	.427	.23
Percent of Discrimination	10.4	10.9	10.8	4.0	[redacted]	13.3	19.2

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	2,671.38
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	2,440.20
Dollar Discrimination (Overcharge)	[redacted]	231.18
Percent of Discrimination (Overcharge)	[redacted]	9.5

3924

FEDERAL TRADE COMMISSION
Docket No. 8866 COMMISSION ~~RESPONDENT~~ Exhibit No. 198
Z-9

CX 198 - Z9

6497

1/ Special Price.

P A P E R

27.	Fort. Skim		Whip Cream	H & H	Sour Cream		[redacted]	Union Dip
½ Gal.	½ Gal.	Qt.	½ Pt.	Pt.	16 Oz.	8 Oz.		½ Pt.
.3640	.3560	.1810	.3010	.2450	.4994	.2709	[redacted]	-
.395	.35 1/	.21	.313	.277	.52	.282	[redacted]	-
8.5	(1.7)	16.0	4.0	13.1	4.1	4.1	[redacted]	-

Week Ended 2/7/70	Homo Gal.	Homo ½ Gal.	Homo Qt.	Chocolate Qt.	Chocolate [redacted]	Butte ½ Gal.
A & P Price - Valparaiso	.7700	.3850	.2075	.2520	[redacted]	.3770
Tittle Net Price	.85	.427	.23	.22 1/	[redacted]	.427
Percent of Discrimination	10.4	10.9	10.8	(14.5)	[redacted]	13.3

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	2,781.79
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	2,573.57
Dollar Discrimination (Overcharge)	[redacted]	208.22
Percent of Discrimination (Overcharge)	[redacted]	8.1

Week Ended 2/14/70	Homo Gal.	Homo ½ Gal.	Homo Qt.	Chocolate Qt.	Chocolate [redacted]	Butte ½ Gal.
A & P Price - Valparaiso	.7700	.3850	.2075	.2520	[redacted]	.3770
Tittle Net Price	.85	.427	.23	.262	[redacted]	.427
Percent of Discrimination	10.4	10.9	10.8	4.0	[redacted]	13.3

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	2,641.78
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	2,402.18
Dollar Discrimination (Overcharge)	[redacted]	239.60
Percent of Discrimination (Overcharge)	[redacted]	10.0

FEDERAL TRADE COMMISSION
Docket No. 8866
COMMISSION ~~RESPONDENT~~ Exhibit No. 198
Z-10

1/ Special Price.

PAPER

rmilk	2%	Fort. Skim		Whip Cream	H & H	Sour Cream		[redacted]	[redacted]	[redacted]
Qt.	½ Gal.	½ Gal.	Qt.	½ Pt.	Pt.	16 Oz.	8 Oz.			
.1930	.3640	.3560	.1810	.3010	.2800	-	-	-	[redacted]	-
.23	.395	.38	.21	.313	.277	-	-	-	[redacted]	-
19.2	8.5	6.7	16.0	4.0	(1.1)	-	-	-	[redacted]	-
.1930	.3640	.3560	.1810	.3010	.2800	.4994	.2709	[redacted]	-	[redacted]
.23	.395	.38	.21	.313	.277	.52	.262	[redacted]	-	[redacted]
19.2	8.5	6.7	16.0	4.0	(1.1)	4.1	4.1	[redacted]	-	[redacted]

Week Ended 2/21/70	Homo Gal.	Homo ½ Gal.	Homo Qt.	Chocolate Qt.	Chocolate [redacted]	Buttermilk ½ Gal.	Buttermilk Qt.
A & P Price - Valparaiso	.7700	.3850	.2075	.2520	[redacted]	.3770	.1930
Tittle Net Price	.85	.427	.23	.262	[redacted]	.427	.23
Percent of Discrimination	10.4	10.9	10.8	4.0	[redacted]	13.3	19.2

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	2,701.24
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	2,459.51
Dollar Discrimination (Overcharge)	[redacted]	241.73
Percent of Discrimination (Overcharge)	[redacted]	9.8

Week Ended 2/28/70	Homo Gal.	Homo ½ Gal.	Homo Qt.	Chocolate Qt.	Chocolate [redacted]	Buttermilk ½ Gal.	Buttermilk Qt.
A & P Price - Valparaiso	.7700	.3850	.2075	.2520	[redacted]	.3770	.1930
Tittle Net Price	.85	.427	.23	.262	[redacted]	.427	.23
Percent of Discrimination	10.4	10.9	10.8	4.0	[redacted]	13.3	19.2

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	3,143.56
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	3,026.24
Dollar Discrimination (Overcharge)	[redacted]	117.32
Percent of Discrimination (Overcharge)	[redacted]	3.9

Special Price.

FEDERAL TRADE COMMISSION
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PAPER

2% ½ Gal.	Fort. Skim ½ Gal.	Fort. Skim Qt.	Whip Cream ½ Pt.	H & H Pt.	Sour Cream 16 Oz.	Sour Cream 8 Oz.	[redacted]	[redacted]	[redacted]	Con. 7 21P
.3640	.3560	.1810	.3010	.2800	.4994	.2709	[redacted]	[redacted]	[redacted]	-
.395	.38	.21	.313	.277	.52	.282	[redacted]	[redacted]	[redacted]	-
8.5	6.7	16.0	4.0	(1.1)	4.1	4.1	[redacted]	[redacted]	[redacted]	-

.3640	.3560	1810	.3010	.2800	.4994	.2709	-	-	-	.2933
.339 1/	.38	.21	.313	.277	.52	.282	-	-	-	.304
(7.4)	6.7	16.0	4.0	(1.1)	4.1	4.1	-	-	-	3.6

Week Ended 3/7/70	Homo Gal.	Homo ½ Gal.	Homo Qt.	Chocolate Qt.	Chocolate [redacted]	Butter ½ Gal.
A & P Price - Valparaiso	.7700	.3850	.2075	.2520	[redacted]	.3770
Tittle Net Price	.85	.427	.23	.262	[redacted]	427
Percent of Discrimination	10.4	10.9	10.8	4.0	[redacted]	13.3

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	2,677.66
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	2,457.45
Dollar Discrimination (Overcharge)	[redacted]	220.21
Percent of Discrimination (Overcharge)	[redacted]	9.0

Week Ended 3/14/70	Homo Gal.	Homo ½ Gal.	Homo Qt.	Chocolate Qt.	Chocolate [redacted]	Butter ½ Gal.
A & P Price - Valparaiso	.7700	.3850	.2075	.2520	[redacted]	.3770
Tittle Net Price	.85	.427	.23	.262	[redacted]	.390 1/
Percent of Discrimination	10.4	10.9	10.8	4.0	[redacted]	3.4

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	2,813.24
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	2,573.58
Dollar Discrimination (Overcharge)	[redacted]	239.66
Percent of Discrimination (Overcharge)	[redacted]	9.3

1/ Special Price.

FEDERAL TRADE COMMISSION
Docket No. 8866 COMMISSION ~~RESPONDENT~~ Exhibit No. 198
Z-12

6500

CX 198-Z12

PAPER								[redacted]	Onion Dip
ilk	2%	Fort. Skim		Whip Cream	H & H	Sour Cream			
Qt.	½ Gal.	½ Gal.	Qt.	½ Pt.	Pt.	16 Oz.	8 Oz.		½ Pt.
.1930	.3640	.3560	.1810	.3010	.2800	.4994	.2709	[redacted]	-
.23	.395	.38	.21	.313	.245 1/	.52	.282	[redacted]	-
19.2	8.5	6.7	16.0	4.0	(14.3)	4.1	4.1	[redacted]	-

.1930	.3640	.3560	.1810	.3010	.2800	.4994	.2709	[redacted]	.2933
.23	.395	.38	.21	.313	.277	.52	.282	[redacted]	.304
19.2	8.5	6.7	16.0	4.0	(1.1)	4.1	4.1	[redacted]	3.6

Week Ended 3/21/70	Homo			Chocolate		Buttermilk	
	Gal.	½ Gal.	Qt.	Qt.	[redacted]	½ Gal.	Qt.
A & P Price - Valparaiso	.7700	.3850	.2075	.2520	[redacted]	.3770	.1930
Tittle Net Price	.85	.427	.23	.262	[redacted]	.427	.23
Percent of Discrimination	10.4	10.9	10.8	4.0	[redacted]	13.3	19.2

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	3,184.66
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	3,033.25
Dollar Discrimination (Overcharge)	[redacted]	151.41
Percent of Discrimination (Overcharge)	[redacted]	5.0

Week Ended 3/28/70							
A & P Price - Valparaiso	.7700	.3850	.2075	.2520	[redacted]	.3770	.1930
Tittle Net Price	.85	.427	.23	.262	[redacted]	.427	.23
Percent of Discrimination	10.4	10.9	10.8	4.0	[redacted]	13.3	19.2

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	1,526.32
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	1,415.65
Dollar Discrimination (Overcharge)	[redacted]	110.67
Percent of Discrimination (Overcharge)	[redacted]	7.8

FEDERAL TRADE COMMISSION
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COMMISSION Exhibit No. 198
Z-13

1/ Special Price.

PAPER							
2%	Fort. Skim		Whip Cream	H & H	Sour Cream		[illegible]
½ Gal.	½ Gal.	Qt.	½ Pt.	Pt.	16 Oz.	Oz.	[illegible]
.3640	.3560	.1810	.3010	.2600	.4994	.2709	[illegible]
.339	.38	.21	.313	.277	.52	.282	[illegible]
(7.4)	6.7	16.0	4.0	(1.1)	4.1	4.1	[illegible]

.3640	.3560	.1810	.3010	.2600	.4994	.2709	[illegible]
.395	.38	.21	.265 1/	.277	.52	.282	[illegible]
6.5	6.7	16.0	(13.6)	(1.1)	4.1	4.1	[illegible]

WALLIES MARKET

Summary of Price Discriminations, by Month, of Billings of Common Items 1/, by Borden, Inc., to A & P Stores and Wallies Market, both of Hammond, Indiana, During Periods of October 1966-March 1967 and June 1969-November 1969. 2/

Month	Total Net Billing To Wallies	Billing If Wallies Had Been Charged A & P Prices	Dollar Discrimination	Percent of Discrimination
October 1966	$ 2,474.63	$ 2,112.68	$ 361.95	17.1%
November 1966	1,930.51	1,675.57	254.94	15.2
December 1966	2,661.93	2,273.26	388.67	17.1
January 1967	2,164.33	1,830.28	334.05	18.3
February 1967	2,555.60	2,180.66	374.94	17.2
March 1967	2,919.53	2,440.55	478.98	19.6
Six Months Total	$14,706.53	$12,513.00	$2,193.53	17.5%
June 1969	$ 2,078.22	$ 1,769.91	$ 308.31	17.4%
July 1969	2,104.30	1,785.65	318.65	17.8
August 1969	2,819.44	2,397.92	421.52	17.6
September 1969	2,266.87	1,928.39	338.48	17.6
October 1969	2,322.08	1,970.66	351.42	17.8
November 1969	3,119.30	2,654.02	465.28	17.5
Six Months Total	$14,710.21	$12,506.55	$2,203.66	17.6%

1/ Only Private Label Products Considered in A & P Purchases.

2/ Wallies Market discontinued purchasing from Borden, Inc., December 1, 1969.

Source: Borden's Weekly Billings, Invoices, and Applicable Rebate Memoranda for period of October 1966-March 1967 and June 1969-November 1969.

CX 200-A

WALLIES MARKET

Comparison of Net Sales of Common Items Used in Commission's Tabulations, by Month, to Total Sales of all Items Sold to Wallies Market, Hammond, Indiana by Borden, Inc., During Periods of October 1966-March 1967 and June 1969-November 1969 1/

Month	Borden Net Sales Of All Items	Borden Net Sales Of Common Items	Percent of Common Items To All Items
October 1966	$ 3,998.74	$ 2,474.63	61.9%
November 1966	3,326.47	1,930.51	58.0
December 1966	4,394.54	2,661.93	60.6
January 1967	3,255.71	2,164.33	66.5
February 1967	3,448.05	2,555.60	74.1
March 1967	3,992.14	2,919.53	73.1
Six Months Total	$22,415.65	$14,706.53	65.6%
June 1969	$ 2,475.03	$ 2,078.22	84.0%
July 1969	2,437.86	2,104.30	86.3
August 1969	3,169.59	2,819.44	89.0
September 1969	2,486.41	2,266.87	91.2
October 1969	2,534.90	2,322.08	91.6
November 1969	3,363.82	3,119.30	92.7
Six Months Total	$16,467.61	$14,710.21	89.3%

Source: Borden's Weekly Billings, Invoices, and Applicable Rebate Memoranda.

1/ Wallies Market discontinued purchasing from Borden, Inc., December 1, 1969.

[redacted]

	[redacted]	Homo		Choc.	Buttermilk	
Week Ended 10/8/66	[redacted]	½ Gal.	Qt.	Qt.	½ Gal.	Qt.
A & P Price - Hammond	[redacted]	.3644	.1972	.2417	.3564	.1827
Wallies Net Price	[redacted]	.4188	.2238	.2635	.4188	.2238
Percent of Discrimination	[redacted]	14.9	13.5	9.0	17.5	22.5

Total Net Billing to Wallies of its Purchases of These [redacted] Items	[redacted]	$ -982.35
Billing if Wallies Had Been Charged Prices Paid by A & P For These Items	[redacted]	833.77
Dollar Discrimination (Overcharge)	[redacted]	148.58
Percent of Discrimination (Overcharge)	[redacted]	17.8

Week Ended 10/15/66						
A & P Price - Hammond	[redacted]	.3592	.1946	.2391	.3512	.1801
Wallies Net Price	[redacted]	.4188	.2238	.2635	.4188	.2238
Percent of Discrimination	[redacted]	16.6	15.0	10.2	19.2	24.3

Total Net Billing to Wallies of Its Purchases of These [redacted] Items	[redacted]	$ 604.78
Billing if Wallies Had Been Charged Prices Paid by A & P For These Items	[redacted]	517.40
Dollar Discrimination (Overcharge)	[redacted]	87.38
Percent of Discrimination (Overcharge)	[redacted]	16.9

Note:

Percentages based on price differences divided by lowest price.

( ) indicates those products on which A & P Store does not receive lowest price.

CX 200-C

[redacted]

PAPER							
	Fort.	Whip		[redacted]		[redacted]	[redacted]
27 ½ Gal.	Skim Qt.	Cream ½ Pt.	H & H Pt.	[redacted]	[redacted]	[redacted]	[redacted]
.3204	.1667	.2907	.2707	[redacted]	[redacted]	[redacted]	[redacted]
.3971	.2166	.3213	.3141	[redacted]	[redacted]	[redacted]	[redacted]
20.2	29.9	10.5	16.0	[redacted]	[redacted]	[redacted]	[redacted]
.3382	.1647	.2881	.2681	[redacted]	[redacted]	[redacted]	[redacted]
.3971	.2166	.3213	.3141	[redacted]	[redacted]	[redacted]	[redacted]
17.4	31.5	11.5	17.2	[redacted]	[redacted]	[redacted]	[redacted]

Week Ended 10/22/66	[redacted]	Homo ½ Gal.	Homo Qt.	Choc. Qt.	Buttermilk ½ Gal.	Buttermilk Qt.
A & P Price - Hammond	[redacted]	.3592	.1946	.2391	.3512	.1801
Wallies Net Price	[redacted]	.4188	.2238	.2635	.4188	.2238
Percent of Discrimination	[redacted]	16.6	15.0	10.2	19.2	24.3

Total Net Billing to Wallies of its Purchases of These [redacted] Items	[redacted]	458.70
Billing if Wallies Had Been Charged Prices Paid by A & P For These Items	[redacted]	392.27
Dollar Discrimination (Overcharge)	[redacted]	66.43
Percent of Discrimination (Overcharge)	[redacted]	16.9

Week Ended 10/29/66						
A & P Price - Hammond	[redacted]	.3612	.1956	.2401	.3532	.1811
Wallies Net Price	[redacted]	.4188	.2238	.2635	.4188	.2238
Percent of Discrimination	[redacted]	15.9	14.4	9.7	18.6	23.6

Total Net Billing to Wallies of its Purchases of These [redacted] Items	[redacted]	428.80
Billing if Wallies Had Been Charged Prices Paid by A & P For These Items	[redacted]	369.24
Dollar Discrimination (Overcharge)	[redacted]	59.56
Percent of Discrimination (Overcharge)	[redacted]	16.1

CX 202 D

PAPER								
Fort. Skim	Whip Cream	H & H	[redacted]		[redacted]	[redacted]	[redacted]	2%
Qt.	½ Pt.	Pt.	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	½ Gal.
.1647	.2881	.2681	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	-
.2166	.3213	.3141	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	-
31.5	11.5	17.2	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	-

.1651	.2891	.2691	[redacted]	[redacted]	-	[redacted]	[redacted]	.3402
.2166	.3213	.3141	[redacted]	[redacted]	-	[redacted]	[redacted]	.3971
31.2	11.1	16.7	[redacted]	[redacted]	-	[redacted]	[redacted]	16.7

	[redacted]	Homo		Choc.	Buttermilk	
Week Ended 11/5/66	[redacted]	½ Gal.	Qt.	Qt.	½ Gal.	Qt.
A & P Price - Hammond	[redacted]	.3612	.1956	.2401	.3532	.1811
Wallies Net Price	[redacted]	.4182	.2235	.2632	.4182	.2235
Percent of Discrimination	[redacted]	15.8	14.3	9.6	18.4	23.4

Total Net Billing to Wallies of its Purchases of These [redacted] Items	[redacted]	495.46
Billing If Wallies Had Been Charged Prices Paid by A & P For These Items	[redacted]	426.76
Dollar Discrimination (Overcharge)	[redacted]	68.70
Percent of Discrimination (Overcharge)	[redacted]	16.1

Week Ended 11/12/66						
A & P Price - Hammond	[redacted]	.3612	.1956	.2401	.3532	.1811
Wallies Net Price	[redacted]	.4182	.2235	.2632	.4182	.2235
Percent of Discrimination	[redacted]	15.8	14.3	9.6	18.4	23.4

Total Net Billing to Wallies of its Purchases of These [redacted] Items	[redacted]	475.28
Billing if Wallies Had Been Charged Prices Paid by A & P For These Items	[redacted]	409.31
Dollar Discrimination (Overcharge)	[redacted]	65.97
Percent of Discrimination (Overcharge)	[redacted]	16.1

CX 2050

PAPER							
2% ½ Gal.	Fort. Skim Qt.	Whip Cream ½ Pt.	H & H Pt.	[redacted]		[redacted]	[redacted]
				[redacted]	[redacted]		
.3402	.1651	.2891	.2651	[redacted]	[redacted]	[redacted]	[redacted]
.3966	.2163	.3208	.3136	[redacted]	[redacted]	[redacted]	[redacted]
16.6	31.0	11.0	16.5	[redacted]	[redacted]	[redacted]	[redacted]

.3402	.1651	.2891	.2691	[redacted]	[redacted]	[redacted]	-
.3966	.2163	.3208	.3136	[redacted]	[redacted]	[redacted]	-
16.6	31.0	11.0	16.5	[redacted]	[redacted]	[redacted]	-

Week Ended 11/19/66	[redacted]	Homo		Choc.	Buttermilk	
	[redacted]	½ Gal.	Qt.	Qt.	½ Gal.	Qt.
A & P Price - Hammond	[redacted]	.3612	.1956	.2401	.3532	.1811
Wallies Net Price	[redacted]	.4182	.2235	.2632	.4182	.2235
Percent of Discrimination	[redacted]	15.8	14.3	9.6	18.4	23.4

Total Net Billing to Wallies of its Purchases of These [redacted] Items	[redacted]	454.26
Billing If Wallies Had Been Charged Prices Paid by A & P For These Items	[redacted]	392.71
Dollar Discrimination (Overcharge)	[redacted]	61.55
Percent of Discrimination (Overcharge)	[redacted]	15.7

3934

Week Ended 11/26/66						
A & P Price - Hammond	[redacted]	.3592	.1946	.2391	.3512	.1801
Wallies Net Price	[redacted]	.4182	.2235	.2632	.4182	.2335
Percent of Discrimination	[redacted]	16.4	14.9	10.1	19.1	24.1

Total Net Billing to Wallies of its Purchases of These [redacted] Items	[redacted]	505.51
Billing If Wallies Had Been Charged Prices Paid by A & P For These Items	[redacted]	446.79
Dollar Discrimination (Overcharge)	[redacted]	58.72
Percent of Discrimination (Overcharge)	[redacted]	13.1

CX 200 F

1/ Wallies received an additional rebate of .05 per unit on some purchases of this item.

2/ Price reflects additional .05 rebate on each unit.

PAPER									
2% ½ Gal.	Fort. Skim Qt.	Egg Nog Qt.	Whip Cream ½ Pt. 1/		H & H Pt.	[redacted]		[redacted]	[redacted]
						[redacted]	[redacted]		
.3402	.1651	.4570	.2891	.2891	.2691	[redacted]	[redacted]	[redacted]	[redacted]
.3966	.2163	.4903	.3208	.2708 2/	.3136	[redacted]	[redacted]	[redacted]	[redacted]
16.6	31.0	7.3	11.0	(6.8)	16.5	[redacted]	[redacted]	[redacted]	[redacted]
.3382	.1641	.4570	-	.2881	.2681	[redacted]	[redacted]	[redacted]	[redacted]
.3966	.2163	.4903	-	.2708 2/	.3136	[redacted]	[redacted]	[redacted]	[redacted]
17.3	31.0	7.3	-	(6.4)	17.0	[redacted]	[redacted]	[redacted]	[redacted]

Week Ended 12/3/66	[redacted]	Homo		Choc.	Buttermilk	
	[redacted]	½ Gal.	Qt.	Qt.	½ Gal.	Qt.
A & P Price - Hammond	[redacted]	.3592	.1946	.2391	.3512	.1801
Wallies Net Price	[redacted]	.4199	.2244	.2643	.4199	.2244
Percent of Discrimination	[redacted]	16.9	15.3	10.5	19.6	24.6

Total Net Billing to Wallies of its Purchases of These [redacted] Items	[redacted]	482.30
Billing if Wallies Had Been Charged Prices Paid by A & P For These Items	[redacted]	411.39
Dollar Discrimination (Overcharge)	[redacted]	70.91
Percent of Discrimination (Overcharge)	[redacted]	17.2

Week Ended 12/10/66						
A & P Price - Hammond	[redacted]	.3592	.1946	.2391	.3512	.1801
Wallies Net Price	[redacted]	.4199	.2244	.2643	.4199	.2244
Percent of Discrimination	[redacted]	16.9	15.3	10.5	19.6	24.6

Total Net Billing to Wallies of its Purchases of These [redacted] Items	[redacted]	482.95
Billing if Wallies Had Been Charged Prices Paid by A & P For These Items	[redacted]	412.26
Dollar Discrimination (Overcharge)	[redacted]	70.69
Percent of Discrimination (Overcharge)	[redacted]	17.1

footnote is not {

~~1/ Price reflects additional .1¢ rebate on each unit. An additional rebate of $53.28 was allowed on 160 ½ gallons of egg nog as a special allowance to clean up outdated stock. It is not possible particular purchase.~~

applicable to CX 200 & was struck by Judge Hinkes ord

CX 200 G

PAPER									
2% ½ Gal.	Fort. Skim Qt.	H & H Pt.	[redacted]	[redacted]	[redacted]	[redacted]	Whip Cream ½ Pt.	Egg Nog Qt.	[redacted]
.3382	.1641	.2681	[redacted]	[redacted]	[redacted]	[redacted]	-	-	[redacted]
.3982	.2172	.3149	[redacted]	[redacted]	[redacted]	[redacted]	-	-	[redacted]
17.7	32.4	17.5	[redacted]	[redacted]	[redacted]	[redacted]	-	-	[redacted]

.3382	.1641	.2681	[redacted]	[redacted]	[redacted]	[redacted]	.2681	.4570	-
.3982	.2172	.3149	[redacted]	[redacted]	[redacted]	[redacted]	.3222	.4923	-
17.7	32.4	17.5	[redacted]	[redacted]	[redacted]	[redacted]	11.8	7.7	-

~~through credit memo dated 12/21/86.~~
~~to identify this credit with a~~

ler

	[redacted] [redacted]	Homo			Choc.	Buttermilk	
Week Ended 12/17/66	[redacted]	Gal.	½ Gal.	Qt.	Qt.	½ Gal.	Qt.
A & P Price - Hammond	[redacted]	.7028	.3514	.1907	.2352	.3434	.1762
Wallies Net Price	[redacted]	.8398	.4199	.2244	.2643	.4199	.2244
Percent of Discrimination	[redacted]	19.5	19.5	17.9	12.4	22.3	27.4

Total Net Billing to Wallies of its Purchases of These [redacted] Items	[redacted]	492.57
Billing if Wallies Had Been Charged Prices Paid by A & P For These Items	[redacted]	413.02
Dollar Discrimination (Overcharge)	[redacted]	79.55
Percent of Discrimination (Overcharge)	[redacted]	19.3

Week Ended 12/24/66							
A & P Price - Hammond	[redacted]	.7028	.3514	.1907	.2352	.3434	.1762
Wallies Net Price	[redacted]	.8398	.4199	.2244	.2643	.4199	.2244
Percent of Discrimination	[redacted]	19.5	19.5	17.7	12.4	22.3	27.4

Total Net Billing to Wallies of its Purchases of These [redacted] Items	[redacted]	628.97
Billing if Wallies Had Been Charged Prices Paid by A & P For These Items	[redacted]	536.85
Dollar Discrimination (Overcharge)	[redacted]	92.12
Percent of Discrimination (Overcharge)	[redacted]	17.2

1/ Wallies received an additional rebate of .05 per unit on some purchases of this item.

2/ Price reflects additional .05 rebate on each unit.

CX 200 H

PAPER										
2% ½ Gal.	Fort. Skim Qt.	Egg Nog Qt.	Whip Cream ½ Pt.	H & H Pt.	[redacted]		[redacted]	[redacted]	H & H Pt. 1/	
					[redacted]	[redacted]				
.3304	.1602	.4570	.2842	.2642	[redacted]	[redacted]	[redacted]	[redacted]	-	-
.3982	.2172	.4923	.3222	.3149	[redacted]	[redacted]	[redacted]	[redacted]	-	-
20.5	35.6	7.7	13.4	19.2	[redacted]	[redacted]	[redacted]	[redacted]	-	-

.3304	.1602	.4570	.2842	-	[redacted]	[redacted]	[redacted]	[redacted]	.2642	.2642
.3982	.2172	.4923	.3222	-	[redacted]	[redacted]	[redacted]	[redacted]	.3149	.2649 2/
20.5	35.6	7.7	13.4	-	[redacted]	[redacted]	[redacted]	[redacted]	19.2	.3

Week Ended 12/31/66	[redacted]	Homo			Choc.	Buttermilk	
	[redacted]	Gal.	½ Gal.	Qt.	Qt.	½ Gal.	Qt.
A & P Price - Hammond	[redacted]	.7028	.3514	.1907	.2352	.3434	.176
Wallies Net Price	[redacted]	.8398	.4199	.2244	.2643	.4199	.224
Percent of Discrimination	[redacted]	19.5	19.5	17.7	12.4	22.3	27.4

Total Net Billing to Wallies of its Purchases of These [redacted] Items	[redacted]	575.14
Billing If Wallies Had Been Charged Prices Paid by A & P For These Items	[redacted]	499.74
Dollar Discrimination (Overcharge)	[redacted]	75.40
Percent of Discrimination (Overcharge)	[redacted]	15.1

1/ Price reflects additional .05 rebate on each unit.

CX200 I

PAPER								
2% ½ Gal.	Fort. Skim Qt.	Egg Nog. Qt.	Whip Cream ½ Pt.	H & H Pt.	Sour Cream 16 Oz.	8 Oz.	[redacted]	[redacted]
.3304	..1602	.4570	.2642	.2642	.4805	.2455	[redacted]	[redacted]
.3982	.2172	.4923	.3222	.2649 1/	.5140	.2643	[redacted]	[redacted]
20.5	35.6	7.7	13.4	.3	7.0	7.7	[redacted]	[redacted]

	[redacted]					
	[redacted]	Homo			Choc.	Butter
Week Ended 1/7/67	[redacted]	Gal.	½ Gal.	Qt.	Qt.	½ Gal.
A & P Price - Hammond	[redacted]	.7028	.3514	.1907	.2352	.3434
Wallies Net Price	[redacted]	.8329	.4164	.2226	.2621	.4164
Percent of Discrimination	[redacted]	18.5	18.5	16.7	11.4	21.3

Total Net Billing to Wallies of its Purchases of These [redacted] Items	[redacted]	529.63
Billing if Wallies Had Been Charged Prices Paid by A & P For These Items	[redacted]	449.23
Dollar Discrimination (Overcharge)	[redacted]	80.40
Percent of Discrimination (Overcharge)	[redacted]	17.9

3938

Week Ended 1/14/67						
A & P Price - Hammond	[redacted]	.7028	.3514	.1907	.2352	.3434
Wallies Net Price	[redacted]	.8329	.4164	.2226	.2621	.4164
Percent of Discrimination	[redacted]	18.5	18.5	16.7	11.4	21.3

Total Net Billing to Wallies of its Purchases of These [redacted] Items	[redacted]	559.94
Billing if Wallies Had Been Charged Prices Paid by A & P For These Items	[redacted]	473.50
Dollar Discrimination (Overcharge)	[redacted]	86.44
Percent of Discrimination (Overcharge)	[redacted]	18.3

CX 200 J

PAPER									
milk	2%	Fort. Skim	Egg Nog	Whip Cream	H & H	Sour Cream		[redacted]	[redacted]
Qt.	½ Gal.	Qt.	Qt.	½ Pt.	Pt.	16 Oz.	8 Oz.	[redacted]	[redacted]
.1762	.3304	.1602	.4570	.2842	.2642	.4805	.2455	[redacted]	[redacted]
.2226	.3949	.2154	.4882	.3195	.3123	.5098	.2621	[redacted]	[redacted]
26.3	19.5	34.5	6.8	12.4	18.2	6.1	6.8	[redacted]	[redacted]

.1762	.3304	.1602	-	.2842	.2642	.4805	.2455	[redacted]	[redacted]
.2226	.3949	.2154	-	.3195	.3123	.5098	.2621	[redacted]	[redacted]
26.3	19.5	34.5	-	12.4	18.2	6.1	6.8	[redacted]	[redacted]

Week Ended 1/21/67	[redacted]	Homo			Choc.	[redacted]	Butte
	[redacted]	Gal.	½ Gal.	Qt.	Qt.	[redacted]	½ Gal.
A & P Price - Hammond	[redacted]	.7028	.3514	.1907	.2352	-	.3434
Wallies Net Price	[redacted]	.8329	.4164	.2226	.2621	-	.4164
Percent of Discrimination	[redacted]	18.5	18.5	16.7	11.4	-	21.3

Total Net Billing to Wallies of its Purchases of These [redacted] Items	[redacted]	572.68
Billing if Wallies Had Been Charged Prices Paid by A & P For These Items	[redacted]	484.13
Dollar Discrimination (Overcharge)	[redacted]	88.55
Percent of Discrimination (Overcharge)	[redacted]	18.3

Week Ended 1/28/67							
A & P Price - Hammond	[redacted]	.7028	.3514	.1907	.2352	[redacted]	.3434
Wallies Net Price	[redacted]	.8329	.4164	.2226	.2621	[redacted]	.4164
Percent of Discrimination	[redacted]	18.5	18.5	16.7	11.4	[redacted]	21.3

Total Net Billing to Wallies of its Purchases of These [redacted] Items	[redacted]	502.08
Billing if Wallies Had Been Charged Prices Paid by A & P For These Items	[redacted]	423.42
Dollar Discrimination (Overcharge)	[redacted]	78.66
Percent of Discrimination (Overcharge)	[redacted]	18.6

CX 200 K

PAPER									
rmilk	2%	Fort. Skim	Whip Cream	H & H	Sour Cream		[redacted]	[redacted]	[redacted]
Qt.	½ Gal.	Qt.	½ Pt.	Pt.	16 Oz.	8 Oz.			
.1762	.3304	.1602	.2842	.2642	.4805	.2455	-	[redacted]	[redacted]
.2226	.3949	.2154	.3195	.3123	.5098	.2621	-	[redacted]	[redacted]
26.3	19.5	34.5	12.4	18.2	6.1	6.8	-	[redacted]	[redacted]

.1762	.3304	.1602	.2842	.2642	.4405	.2255	[redacted]	[redacted]	[redacted]
.2226	.3949	.2154	.3195	.3123	.5098	.2621	[redacted]	[redacted]	[redacted]
26.3	19.5	34.5	12.4	18.2	15.7	16.2	[redacted]	[redacted]	[redacted]

	[redacted]	Homo			Choc.	Buttermilk	
Week Ended 2/4/67	[redacted]	Gal.	½ Gal.	Qt.	Qt.	½ Gal.	Qt.
A & P Price - Hammond	[redacted]	.7028	.3514	.1907	.2352	.3434	.1762
Wallies Net Price	[redacted]	.8248	.4124	.2204	.2595	.4124	.2204
Percent of Discrimination	[redacted]	17.4	17.4	15.6	10.3	20.1	25.1

Total Net Billing to Wallies of its Purchases of These [redacted] Items	[redacted]	954.63
Billing if Wallies Had Been Charged Prices Paid by A & P For These Items	[redacted]	814.40
Dollar Discrimination (Overcharge)	[redacted]	140.23
Percent of Discrimination (Overcharge)	[redacted]	17.2

Week Ended 2/11/67							
A & P Price - Hammond	[redacted]	.7028	.3514	.1907	.2352	.3434	.1762
Wallies Net Price	[redacted]	.8248	.4124	.2204	.2595	.4124	.2204
Percent of Discrimination	[redacted]	17.4	17.4	15.6	10.3	20.1	25.1

Total Net Billing to Wallies of its Purchases of These [redacted] Items	[redacted]	457.78
Billing if Wallies Had Been Charged Prices Paid by A & P For These Items	[redacted]	390.64
Dollar Discrimination (Overcharge)	[redacted]	67.14
Percent of Discrimination (Overcharge)	[redacted]	17.2

3940

CX 2007

PAPER								
2% ½ Gal.	Fort. Skim Qt.	Whip Cream ½ Pt.	H & H Pt.	Sour Cream 16 Oz.	Sour Cream 8 Oz.	[redacted]	[redacted]	[redacted]
.3304	.1602	.2842	.2642	.4805	.2455	[redacted]	[redacted]	-
.3911	.2133	.3164	.3093	.5048	.2595	[redacted]	[redacted]	-
18.4	33.1	11.3	17.1	5.1	5.7	[redacted]	[redacted]	-

.3304	.1602	.2842	.2642	.4805	.2455	[redacted]	[redacted]	[redacted]
.3911	.2133	.3164	.3093	.5048	.2595	[redacted]	[redacted]	[redacted]
18.4	33.1	11.3	17.1	5.1	5.7	[redacted]	[redacted]	[redacted]

Week Ended 2/18/67	[redacted]	Homo Gal.	Homo ½ Gal.	Homo Qt.	Choc. Qt.	Buttermilk ½ Gal.	Buttermilk Qt.
A & P Price - Hammond	[redacted]	.7028	.3514	.1907	.2352	.3434	.1762
Wallies Net Price	[redacted]	.8248	.4124	.2204	.2595	.4124	.2204
Percent of Discrimination	[redacted]	17.4	17.4	15.6	10.3	20.1	25.1

Total Net Billing to Wallies of its Purchases of These [redacted] Items	[redacted]	600.35
Billing if Wallies Had Been Charged Prices Paid by A & P For These/Items	[redacted]	511.69
Dollar Discrimination (Overcharge)	[redacted]	88.66
Percent of Discrimination (Overcharge)	[redacted]	17.3

Week Ended 2/25/67	[redacted]	Homo Gal.	Homo ½ Gal.	Homo Qt.	Choc. Qt.	Buttermilk ½ Gal.	Buttermilk Qt.
A & P Price - Hammond	[redacted]	.7028	.3514	.1907	.2352	.3434	.1762
Wallies Net Price	[redacted]	.8248	.4124	.2204	.2595	.4124	.2204
Percent of Discrimination	[redacted]	17.4	17.4	15.6	10.3	20.1	25.1

Total Net Billing to Wallies of its Purchases of These [redacted] Items	[redacted]	542.84
Billing if Wallies Had Been Charged Prices Paid by A & P For These Items	[redacted]	463.93
Dollar Discrimination (Overcharge)	[redacted]	78.91
Percent of Discrimination (Overcharge)	[redacted]	17.0

CX200 M1

P A P E R

2% ½ Gal.	Fort. Skim Qt.	Whip Cream ½ Pt.	H & H Pt.	Sour Cream 16 Oz.	Sour Cream 8 Oz.	[redacted]	[redacted]
.3304	.1602	.2842	.2642	.4805	.2455	[redacted]	[redacted]
.3911	.2133	.3164	.3093	.5048	.2595	[redacted]	[redacted]
18.4	33.1	11.3	17.1	5.1	5.7	[redacted]	[redacted]

.3304	.1602	.2842	.2642	.4805	.2455	[redacted]	[redacted]
.3911	.2133	.3164	.3093	.5048	.2595	[redacted]	[redacted]
18.4	33.1	11.3	17.1	5.1	5.7	[redacted]	[redacted]

3941

	[redacted]	Homo			Choc.
Week Ended 3/4/67	[redacted]	Gal.	½ Gal.	Qt.	Qt.
A & P Price - Hammond	[redacted]	.7028	.3514	.1907	.2352
Wallies Net Price	[redacted]	.8317	.4159	.2223	.2617
Percent of Discrimination	[redacted]	18.3	18.4	16.6	11.3

Total Net Billing to Wallies of its Purchases of These [redacted] Items	[redacted]	551.33
Billing if Wallies Had Been Charged Prices Paid by A & P For These Items	[redacted]	466.98
Dollar Discrimination (Overcharge)	[redacted]	84.35
Percent of Discrimination (Overcharge)	[redacted]	18.1

Week Ended 3/11/67					
A & P Price - Hammond	[redacted]	.7028	.3514	.1907	.2352
Wallies Net Price	[redacted]	.8317	.4159	.2223	.2617
Percent of Discrimination	[redacted]	18.3	18.4	16.6	11.3

Total Net Billing to Wallies of its Purchases of These [redacted] Items	[redacted]	539.62
Billing if Wallies Had Been Charged Prices Paid by A & P For These Items	[redacted]	457.10
Dollar Discrimination (Overcharge)	[redacted]	82.52
Percent of Discrimination (Overcharge)	[redacted]	18.1

3942

CX 200 N

PAPER									
Buttermilk		2%	Fort Skim	Whip Cream	H & H	Sour Cream		[redacted]	[redacted]
½ Gal.	Qt.	½ Gal.	Qt.	½ Pt.	Pt.	16 Oz.	8 Oz.		
.3434	.1762	.3304	.1602	.2842	.2642	.4805	.2455	[redacted]	[redacted]
.4159	.2223	.3944	.2151	.3191	.3119	.5091	.2617	[redacted]	[redacted]
21.1	26.2	19.4	34.3	12.3	18.1	6.0	6.6	[redacted]	[redacted]

.3434	.1762	.3304	.1602	.2842	.2642	.4805	.2455	[redacted]	[redacted]
.4159	.2223	.3944	.2151	.3191	.3119	.5091	.2617	[redacted]	[redacted]
21.1	26.2	19.4	34.3	12.3	18.1	6.0	6.6	[redacted]	[redacted]

	[redacted]	Homo			Choc.	Buttermilk	
Week Ended 3/18/67	[redacted]	Gal.	½ Gal.	Qt.	Qt.	½ Gal.	Qt.
A & P Price - Hammond	[redacted]	.6752	.3376	.1838	.2283	.3296	.1693
Wallies Net Price	[redacted]	.8174	.4087	.2187	.2581	.4087	.2187
Percent of Discrimination	[redacted]	21.1	21.1	19.0	13.1	24.0	29.2

Total Net Billing to Wallies of its Purchases of These [redacted] Items	[redacted]	612.33
Billing if Wallies Had Been Charged Prices Paid by A & P For These Items	[redacted]	508.39
Dollar Discrimination (Overcharge)	[redacted]	103.94
Percent of Discrimination (Overcharge)	[redacted]	20.4

Week Ended 3/25/67							
A & P Price - Hammond	[redacted]	.6752	.3376	.1838	.2283	.3296	.1693
Wallies Net Price	[redacted]	.8174	.4087	.2187	.2581	.4087	.2187
Percent of Discrimination	[redacted]	21.1	21.1	19.0	13.1	24.0	29.2

Total Net Billing to Wallies of its Purchases of These [redacted] Items	[redacted]	611.47
Billing if Wallies Had Been Charged Prices Paid by A & P For These Items	[redacted]	508.28
Dollar Discrimination (Overcharge)	[redacted]	103.19
Percent of Disdrimination (Overcharge)	[redacted]	20.3

CX200-0

PAPER

2%	Fort. Skim	Whip Cream	H & H	Sour Cream		Onion Dip	[redacted]
½ Gal.	Qt.	½ Pt.	Pt.	16 Oz.	8 Oz.	½ Pt.	[redacted]
.3166	.1533	.2773	.2573	.4667	.2386	.2806	[redacted]
.3872	.2115	.3191	.3119	.5091	.2617	.3083	[redacted]
22.3	38.0	15.1	21.2	9.1	9.7	9.9	[redacted]

.3166	.1533	.2773	.2573	.4667	.2386	.2606	[redacted]
.3872	.2115	.3191	.3119	.5091	.2617	.3083	[redacted]
22.3	38.0	15.1	21.2	9.1	9.7	9.9	[redacted]

Week Ended 4/1/67	[redacted] [redacted]	Homo			Choc.	Butte
	[redacted]	Gal.	½ Gal.	Qt.	Qt.	½ Gal.
A & P Price - Hammond	[redacted]	.6752	.3376	.1838	.2283	.3296
Wallies Net Price	[redacted]	.8174	.4087	.2187	.2581	.4087
Percent of Discrimination	[redacted]	21.1	21.1	19.0	13.1	24.0

Total Net Billing to Wallies of its Purchases of These [redacted] Items	[redacted]	604.78
Billing if Wallies Had Been Charged Prices Paid by A & P For These Items	[redacted]	499.80
Dollar Discrimination (Overcharge)	[redacted]	104.98
Percent of Discrimination (Overcharge)	[redacted]	21.0

3944

CX 200-P

PAPER							
		Fort.				Onion	
rmilk	2%	Skim	H & H	Sour Cream		Dip	[redacted]
Qt.	½ Gal.	Qt.	Pt.	16 Oz.	8 Oz.	½ Pt.	[redacted]
.1693	.3166	.1533	.2573	.4667	.2386	.2606	[redacted]
.2187	.3872	.2115	.3119	.5091	.2617	.3083	[redacted]
29.2	22.3	38.0	21.2	9.1	9.7	18.3	[redacted]

[redacted]

Week Ended 6/7/69	Homo			Choc.	Buttermilk	
	Gal.	½ Gal.	Qt.	Qt.	½ Gal.	Qt.
A & P Price Hammond	.7632	.3816	.2058	.2503	.3200	.1913
Wallies Net Price	.9100	.4550	.2415	.2870	.4550	.2415
Percent of Discrimination	19.2	19.2	17.3	14.7	42.2	26.2

Total Net Billing to Wallies of its Purchases of These 13 Items	538.26
Billing if Wallies Had Been Charged Prices Paid by A & P For These Items	471.39
Dollar Discrimination (Overcharge)	66.87
Percent of Discrimination (Overcharge)	14.2

Week Ended 6/14/69	Homo			Choc.	Buttermilk	
	Gal.	½ Gal.	Qt.	Qt.	½ Gal.	Qt.
A & P Price - Hammond	.7632	.3816	.2058	.2503	.3200	.1913
Wallies Net Price	.9100	.4550	.2415	.2870	.4550	.2415
Percent of Discrimination	19.2	19.2	17.3	14.7	42.2	26.2

Total Net Billing to Wallies of its Purchases of These 13 Items	502.22
Billing if Wallies Had Been Charged Prices Paid by A & P For These Items	428.59
Dollar Discrimination (Overcharge)	73.63
Percent of Discrimination (Overcharge)	17.2

1/ Special Price.

Note: Percentages based on price differences divided by lowest price.
( ) indicates those products on which A & P Store does not receive lowest price.

CX 210-Q

APER

2% ½ Gal.	Fort. Skim ½ Gal.	Fort. Skim Qt.	Whip Cream ½ Pt.	H & H Pt.	Sour Cream 8 Oz.	Onion Dip ½ Pt.
.3606	.3526	.1753	.2993	.2768	.2586	.3006
.4340	.4340	.2345	.3360	.2400 1/	.2765	.3150
20.4	23.1	33.8	12.3	(15.3)	6.9	4.8

.3606	.3526	.1753	.2993	.2768	.2586	.3006
.4340	.4340	.2345	.3360	.2400 1/	.2765	.3150
20.4	23.1	33.8	12.3	(15.3)	6.9	4.8

Week Ended 6/21/69	Homo Gal.	Homo ½ Gal.	Homo Qt.	Choc. Qt.	Buttermilk ½ Gal.	Buttermilk Qt.
A & P Price - Hammond	.7632	.3816	.2058	.2503	.3736	.1913
Wallies Net Price	.9100	.4550	.2415	.2870	.4550	.2415
Percent of Discrimination	19.2	19.2	17.3	14.7	21.8	26.2

Total Net Billing to Wallies of its Purchases of These 12 Items	529.09
Billing if Wallies Had Been Charged Prices Paid by A & P For These Items	444.49
Dollar Discrimination (Overcharge)	84.60
Percent of Discrimination (Overcharge)	19.0

3946

Week Ended 6/28/69	Homo Gal.	Homo ½ Gal.	Homo Qt.	Choc. Qt.	Buttermilk ½ Gal.	Buttermilk Qt.
A & P Price - Hammond	.7632	.3816	.2058	.2503	.3736	.1913
Wallies Net Price	.9100	.4550	.2415	.2870	.4550	.2415
Percent of Discrimination	19.2	19.2	17.3	14.7	21.8	26.2

Total Net Billing to Wallies of its Purchases of These 12 Items	508.65
Billing if Wallies Had Been Charged Prices Paid by A & P For These Items	425.44
Dollar Discrimination (Overcharge)	83.21
Percent of Discrimination (Overcharge)	19.6

CX 2021 R

APER

2%	Fort. Skim		Whip Cream	H & H	Sour Cream	Onion Dip
½ Gal.	½ Gal.	Qt.	½ Pt.	Pt.	8 Oz.	½ Pt.
.3606	.3526	.1753	.2993	-	.2586	.3006
.4340	.4340	.2345	.3360	-	.2765	.3150
20.4	23.1	33.8	12.3	-	6.9	4.8
.3606	.3526	.1753	.2993	.2400	.2586	-
.4340	.4340	.2345	.3360	.3290	.2765	-
20.4	23.1	33.8	12.3	37.1	6.9	-

	Homo			Choc.	Buttermilk	
Week Ended 7/5/69	Gal.	½ Gal.	Qt.	Qt.	½ Gal.	½ Gal.
A & P Price - Hammond	.7632	.3816	.2058	.2503	.3736	.3736
Wallies Net Price	.9100	.4550	.2415	.2870	.4550	.4425
Percent of Discrimination	19.2	19.2	17.3	14.7	21.8	18.4

Total Net Billing to Wallies of its Purchases of These [illegible] Items	~~[illegible]~~ 514.79
Billing if Wallies Had Been Charged Prices Paid by A & P For These Items	~~[illegible]~~ 432.27
Dollar Discrimination (Overcharge)	~~[illegible]~~ 82.52
Percent of Discrimination (Overcharge)	~~[illegible]~~ 19.1.

Week Ended 7/12/69						
A & P Price - Hammond	.7732	.3866	.2083	.2528	-	.3786
Wallies Net Price	.9100	.4550	.2415	.2870	-	.4425 [1]
Percent of Discrimination	17.7	17.7	15.9	13.5	-	16.9

Total Net Billing to Wallies of its Purchases of These 12 Items	515.28
Billing if Wallies Had Been Charged Prices Paid by A & P For These Items	438.92
Dollar Discrimination (Overcharge)	76.36
Percent of Discrimination (Overcharge)	17.4

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[1] Special Price.

CX 2005

	P A P E R							
		2%	Fort. Skim		Whip Cream	H & H	Sour Cream	[illegible]
	Qt.	½ Gal.	½ Gal.	Qt.	½ Pt.	Pt.	8 Oz.	[illegible]
	.1913	.3606	.3526	.1753	.2993	.2768	.2586	[illegible]
1/	.2415	.4340	.4340	.2345	.3360	.3290	.2765	[illegible]
	26.2	20.4	23.1	33.8	12.3	18.9	6.9	[illegible]
	.1938	.3656	.3576	.1778	.3018	.2793	.2611	-
/	.2415	.4340	.4340	.2345	.2500 1/	.3290	.2765	-
	24.6	18.7	21.4	31.9	(20.7)	17.8	5.9	-

3947

Week Ended 7/19/69	Homo Gal.	 ½ Gal.	 Qt.	Choc. Qt.	Buttermilk ½ Gal.	 Qt.
A & P Price - Hammond	.7732	.3866	.2083	.2528	.3786	.1938
Wallies Net Price	.9100	.4550	.2415	.2870	.4550	.2415
Percent of Discrimination	17.7	17.7	15.9	13.5	20.2	24.6

Total Net Billing to Wallies of its Purchases of These ~~[illegible]~~ Items	~~[illegible]~~	541.30
Billing if Wallies Had Been Charged Prices Paid by A & P For These Items	~~[illegible]~~	461.01
Dollar Discrimination (Overcharge)	~~[illegible]~~	80.29
Percent of Discrimination (Overcharge)	~~[illegible]~~	17.4

Week Ended 7/26/69	Homo Gal.	 ½ Gal.	 Qt.	Choc. Qt.	Buttermilk ½ Gal.	 Qt.
A & P Price - Hammond	.7732	.3866	.2083	.2528	.3786	.1938
Wallies Net Price	.9100	.4550	.2415	.2870	.4550	.2415
Percent of Discrimination	17.7	17.7	15.9	13.5	20.2	24.6

Total Net Billing to Wallies of its Purchases of These 13 Items	532.93
Billing if Wallies Had Been Charged Prices Paid by A & P For These Items	453.45
Dollar Discrimination (Overcharge)	79.48
Percent of Discrimination (Overcharge)	17.5

1/ Special Price.

CX 208 T

PAPER

2%	Fort. Skim		Whip Cream	H & H	Sour Cream	Onion Dip	[redacted]
½ Gal.	½ Gal.	Qt.	½ Pt.	Pt.	8 Oz.	½ Pt.	[redacted]
.3656	.3576	.1778	.3018	.2793	.2611	.3031	[redacted]
.4340	.4340	.2345	.2500 1/	.3290	.2765	.3150	[redacted]
18.7	21.4	31.9	(20.7)	17.8	5.9	3.9	[redacted]

.3656	.3576	.1778	.3018	.2793	.2611	.3031	-
.4340	.4340	.2345	.3360	.3290	.2765	.3150	-
18.7	21.4	31.9	11.3	17.8	5.9	3.9	-

Week Ended 8/2/69	Homo Gal.	Homo ½ Gal.	Homo Qt.	Choc. Qt.	Buttermilk ½ Gal.	Buttermilk Qt.
A & P Price - Hammond	.7732	.3866	.2083	.2528	.3786	.1938
Wallies Net Price	.9100	.4550	.2415	.2870	.4550	.2415
Percent of Discrimination	17.7	17.7	15.9	13.5	20.2	24.6

Total Net Billing to Wallies of its Purchases of These 13 Items	534.37
Billing if Wallies Had Been Charged Prices Paid by A & P For These Items	453.93
Dollar Discrimination (Overcharge)	80.44
Percent of Discrimination (Overcharge)	17.7

Week Ended 8/9/69	Homo Gal.	Homo ½ Gal.	Homo Qt.	Choc. Qt.	Buttermilk ½ Gal.	Buttermilk Qt.
A & P Price - Hammond	.7732	.3866	.2083	.2528	.3786	.1938
Wallies Net Price	.9100	.4550	.2415	.2870	.4550	.2415
Percent of Discrimination	17.7	17.7	15.9	13.5	20.2	24.6

Total Net Billing to Wallies of its Purchases of These 13 Items	576.44
Billing if Wallies Had Been Charged Prices Paid by A & P For These Items	490.68
Dollar Discrimination (Overcharge)	85.76
Percent of Discrimination (Overcharge)	17.5

CX200U

PAPER						
2%	Fort. Skim		Whip Cream	H & H	Sour Cream	Onion Dip
½ Gal.	½ Gal.	Qt.	½ Pt.	Pt.	8 Oz.	½ Pt.
.3656	.3576	.1778	.2450	.2793	.2611	.3031
.4340	.4340	.2345	.3360	.3290	.2765	.3150
18.7	21.4	31.9	37.1	17.8	5.9	3.9
.3656	.3576	.1778	.3018	.2793	.2611	.3031
.4340	.4340	.2345	.3360	.3290	.2765	.3150
18.7	21.4	31.9	11.3	17.8	5.9	3.9

	Homo			Choc.	Buttermilk	
Week Ended 8/16/69	Gal.	½ Gal.	Qt.	Qt.	½ Gal.	Qt.
A & P Price - Hammond	.7732	.3866	.2083	.2528	.3786	.1938
Wallies Net Price	.9100	.4550	.2415	.2870	.4550	.2415
Percent of Discrimination	17.7	17.7	15.9	13.5	20.2	24.6

Total Net Billing to Wallies of its Purchases of These 11 Items	561.45
Billing if Wallies Had Been Charged Prices Paid by A & P For These Items	477.29
Dollar Discrimination (Overcharge)	84.16
Percent of Discrimination (Overcharge)	17.6

Week Ended 8/23/69						
A & P Price - Hammond	.7732	.3866	.2083	.2528	.3786	.1938
Wallies Net Price	.9100	.4550	.2415	.2870	.4550	.2415
Percent of Discrimination	17.7	17.7	15.9	13.5	20.2	24.6

Total Net Billing to Wallies of its Purchases of These 13 Items	563.22
Billing if Wallies Had Been Charged Prices Paid by A & P For These Items	478.82
Dollar Discrimination (Overcharge)	84.40
Percent of Discrimination (Overcharge)	17.6

3950

CX 200

PAPER

2%	Fort. Skim		H & H	Sour Cream	Whip Cream	Onion Dip
½ Gal.	½ Gal.	Qt.	Pt.	8 Oz.	½ Pt.	½ Pt.
.3656	.3576	.1778	.2793	.2611	-	-
.4340	.4340	.2345	.3290	.2765	-	-
18.7	21.4	31.9	17.8	5.9	-	-

.3656	.3576	.1778	.2793	.2611	.3018	.3031
.4340	.4340	.2345	.3290	.2765	.3360	.3150
18.7	21.4	31.9	17.8	5.9	11.3	3.9

Week Ended 8/30/69	Homo			Choc.	Buttermilk	
	Gal.	½ Gal.	Qt.	Qt.	½ Gal.	Qt.
A & P Price - Hammond	.7732	.3866	.2083	.2528	.3786	.1938
Wallies Net Price	.9100	.4550	.2415	.2870	.4550	.2415
Percent of Discrimination	17.7	17.7	15.9	13.5	20.2	24.6

Total Net Billing to Wallies of its Purchases of These 12 Items	583.96
Billing if Wallies Had Been Charged Prices Paid by A & P For These Items	497.20
Dollar Discrimination (Overcharge)	86.76
Percent of Discrimination (Overcharge)	17.6

M002XC

2%		Fort. Skim	Whip Cream	H & H	Sour Cream
½ Gal.	½ Gal.	Qt.	½ Pt.	Pt.	8 Oz.
.3656	.3576	.1778	.3018	.2793	.2611
..4340	.4340	.2345	.3360	.3290	.2765
18.7	21.4	31.9	11.3	17.8	5.9

	Homo			Choc.	Buttermilk	
Week Ended 9/6/69	Gal.	½ Gal.	Qt.	Qt.	½ Gal.	Qt.
A & P Price - Hammond	.7732	.3866	.2083	.2528	.3786	.1938
Wallies Net Price	.9100	.4550	.2415	.2870	.4550	.2415
Percent of Discrimination	17.7	17.7	15.9	13.5	20.2	24.6

Total Net Billing to Wallies of its Purchases of These ~~[illegible]~~ Items	~~[illegible]~~ 567.14
Billing if Wallies Had Been Charged Prices Paid by A & P For These Items	~~[illegible]~~ 482.75
Dollar Discrimination (Overcharge)	~~[illegible]~~ 84.39
Percent of Discrimination (Overcharge)	~~[illegible]~~ 17.5

Week Ended 9/13/69						
A & P Price - Hammond	.7732	.3866	.2083	.2528	.3786	.1938
Wallies Net Price	.9100	.4550	.2415	.2870	.4550	.2415
Percent of Discrimination	17.7	17.7	15.9	13.5	20.2	24.6

Total Net Billing to Wallies of its Purchases of These ~~[illegible]~~ Items	~~[illegible]~~ 535.83
Billing if Wallies Had Been Charged Prices Paid by A & P For These Items	455.35
Dollar Discrimination (Overcharge)	80.48
Percent of Discrimination (Overcharge)	17.7

3952

CX 200 X

1/ Special Price.

PAPER

2% ½ Gal.	Fort. Skim ½ Gal.	Fort. Skim Qt.	H & H Pt.	Sour Cream 8 Oz.	Onion Dip ½ Pt.	[redacted]	Whip Crem ½ Pt.
.3656	.3576	.1778	.2793	.2611	.3031	[redacted]	-
.4340	.4340	.2345	.3290	.2765	.3150	[redacted]	-
18.7	21.4	31.9	17.8	5.9	3.9	[redacted]	-

.3656	.3576	.1778	.2793	.2611	-	-	.3018
.4340	.4340	.2345	.3290	.2765	-	-	.3360
18.7	21.4	31.9	17.8	5.9	-	-	11.3

	Homo			Choc.	Buttermilk	
Week Ended 9/20/69	Gal.	½ Gal.	Qt.	Qt.	½ Gal.	Qt.
A & P Price - Hammond	.7732	.3866	.2083	.2528	.3786	.1938
Wallies Net Price	.9100	.4550	.2415	.2870	.4550	.2415
Percent of Discrimination	17.7	17.7	15.9	13.5	20.2	24.6

Total Net Billing to Wallies of its Purchases of These ~~[illegible]~~ Items	~~[illegible]~~	594.14
Billing if Wallies Had Been Charged Prices Paid by A & P For These Items	~~[illegible]~~	505.48
Dollar Discrimination (Overcharge)	~~[illegible]~~	88.66
Percent of Discrimination (Overcharge)	~~[illegible]~~	17.5

Week Ended 9/27/69						
A & P Price - Hammond	.7732	.3866	.2083	.2528	.3786	.1938
Wallies Net Price	.9100	.4550	.2415	.2870	.4550	.2415
Percent of Discrimination	17.7	17.7	15.9	13.5	20.2	24.6

Total Net Billing to Wallies of its Purchases of These 13 Items	569.76
Billing if Wallies Had Been Charged Prices Paid by A & P For These Items	484.81
Dollar Discrimination (Overcharge)	84.95
Percent of Discrimination (Overcharge)	17.5

CX 2001

PAPER

2%	Fort. Skim		Whip Cream	H & H	Sour Cream	Onion Dip	[illegible]
½ Gal.	½ Gal.	Qt.	½ Pt.	Pt.	8 Oz.	½ Pt.	[illegible]
.3656	.3576	.1778	.3018	.2793	.2611	.3031	[illegible]
.4340	.4340	.2345	.3360	.3290	.2765	.3150	[illegible]
18.7	21.4	31.9	11.3	17.8	5.9	3.9	[illegible]

.3656	.3576	.1778	.3018	.2793	.2611	.3031	-
.4340	.4340	.2345	.3360	.3290	.2765	.3150	-
18.7	21.4	31.9	11.3	17.8	5.9	3.9	-

	Homo			Choc.	Buttermilk	
Week Ended 10/4/69	Gal.	½ Gal.	Qt.	Qt.	½ Gal.	Qt.
A & P Price - Hammond	.7732	.3866	.2083	.2528	.3786	.1938
Wallies Net Price	.9100	.4550	.2415	.2870	.4550	.2415
Percent of Discrimination	17.7	17.7	15.9	13.5	20.2	24.6

Total Net Billing to Wallies of its Purchases of These 13 Items	526.89
Billing if Wallies Had Been Charged Prices Paid by A & P For These Items	448.24
Dollar Discrimination (Overcharge)	78.65
Percent of Discrimination (Overcharge)	17.5

Week Ended 10/11/69						
A & P Price - Hammond	.7732	.3866	.2083	.2528	.3786	.1938
Wallies Net Price	.9100	.4550	.2415	.2870	.4550	.2415
Percent of Discrimination	17.7	17.7	15.9	13.5	20.2	24.6

Total Net Billing to Wallies of its Purchases of These ~~[illegible]~~ Items	~~[illegible]~~	608.23
Billing if Wallies Had Been Charged Prices Paid by A & P For These Items	~~[illegible]~~	514.55
Dollar Discrimination (Overcharge)	~~[illegible]~~	93.68
Percent of Discrimination (Overcharge)	~~[illegible]~~	18.2

CX 200 Z

PAPER

2%	Fort. Skim		Whip Cream	H & H	Sour Cream	Onion Dip
½ Gal.	½ Gal.	Qt.	½ Pt.	Pt.	8 Oz.	½ Pt.
.3656	.3576	.1778	.3018	.2793	.2611	.3031
.4340	.4340	.2345	.3360	.3290	.2765	.3150
18.7	21.4	31.9	11.3	17.8	5.9	3.9
.3656	.3576	.1778	.3018	.2400	.2611	[illegible]
.4340	.4340	.2345	.3360	.3290	.2765	[illegible]
18.7	21.4	31.9	11.3	37.1	5.9	[illegible]

	Homo			Choc.	Buttermilk	
Week Ended 10/18/69	Gal.	½ Gal.	Qt.	Qt.	½ Gal.	Qt.
A & P Price - Hammond	.7732	.3866	.2083	.2528	.3786	.1938
Wallies Net Price	.9100	.4550	.2415	.2870	.4550	.2415
Percent of Discrimination	17.7	17.7	15.9	13.5	20.2	24.6

Total Net Billing to Wallies of its Purchases of These 13 Items	591.22
Billing if Wallies Had Been Charged Prices Paid by A & P For These Items	500.77
Dollar Discrimination (Overcharge)	90.45
Percent of Discrimination (Overcharge)	18.1

Week Ended 10/25/69						
A & P Price - Hammond	.7732	.3866	.2083	.2528	.3786	.1938
Wallies Net Price	.9100	.4550	.2415	.2870	.4550	.2415
Percent of Discrimination	17.7	17.7	15.9	13.5	20.2	24.6

Total Net Billing to Wallies of its Purchases of These Items	595.74
Billing if Wallies Had Been Charged Prices Paid by A & P For These Items	507.10
Dollar Discrimination (Overcharge)	88.64
Percent of Discrimination (Overcharge)	17.5

CX 290 Z(1)

P A P E R

2% ½ Gal.	Fort. Skim ½ Gal.	Fort. Skim Qt.	Whip Cream ½ Pt.	H & H Pt.	Sour Cream 8 Oz.	Onion Dip ½ Pt.	[redacted]
.3656	.3576	.1778	.3018	.2400	.2611	.3031	-
.4340	.4340	.2345	.3360	.3290	.2765	.3150	-
18.7	21.4	31.9	11.3	37.1	5.9	3.9	-

.3656	.3576	.1778	.3018	.2793	.2611	.3031	[redacted]
.4340	.4340	.2345	.3360	.3290	.2765	.3150	[redacted]
18.7	21.4	31.9	11.3	17.8	5.9	3.9	[redacted]

Week Ended 11/1/69	Homo			Choc.	Butte
	Gal.	1/2 Gal.	Qt.	Qt.	1/2 Gal.
A & P Price - Hammond	.7732	.3866	.2083	.2528	.3786
Wallies Net Price	.9100	.4550	.2415	.2870	.4550
Percent of Discrimination	17.7	17.7	15.9	13.5	20.2

Total Net Billing to Wallies of these ~~[illegible]~~ Items	~~[illegible]~~	602.59
Billing if Wallies Had Been Charged A & P Prices	~~[illegible]~~	512.73
Dollar Discrimination (Overcharge)	~~[illegible]~~	89.86
Percent of Discrimination (Overcharge)	~~[illegible]~~	17.5

3956

CX 200 Z(2)

PAPER								
rmilk	2%	Fort. Skim		Whip Cream	H & H	Sour Cream	Onion Dip	~~Yogurt~~
Qt.	1/2 Gal.	1/2 Gal.	Qt.	1/2 Pt.	Pt.	8 Oz.	1/2 Pt.	~~1/2 Pt~~.
.1938	.3656	.3576	.1778	.3018	.2793	.2611	.3031	[illegible]
.2415	.4340	.4340	.2345	.3360	.3290	.2765	.3150	[illegible]
24.6	18.7	21.4	31.9	11.3	17.8	5.9	3.9	[illegible]

Week Ended 11/8/69	Homo			Choc.	Butte
	Gal.	½ Gal.	Qt.	Qt.	½ Gal.
A & P Price - Hammond	.7732	.3866	.2083	.2528	.3786
Wallies Net Price	.9100	.4550	.2415	.2870	.4550
Percent of Discrimination	17.7	17.7	15.9	13.5	20.2

Total Net Billing to Wallies of its Purchases of These 13 Items	607.64
Billing if Wallies Had Been Charged Prices Paid by A & P For These Items	517.21
Dollar Discrimination (Overcharge)	90.43
Percent of Discrimination (Overcharge)	17.5

Week Ended 11/15/69					
A & P Price - Hammond	.7732	.3866	.2083	.2528	.378
Wallies Net Price	.9100	.4550	.2415	.2870	.4550
Percent of Discrimination	17.7	17.7	15.9	13.5	20.2

Total Net Billing to Wallies of its Purchases of These ~~[illegible]~~ Items	~~[illegible]~~	621.65
Billing if Wallies Had Been Charged Prices Paid by A & P For These Items	~~520.84~~	528.92
Dollar Discrimination (Overcharge)	~~93.90~~	92.73
Percent of Discrimination (Overcharge)	~~[illegible]~~	17.5

CX 200 Z(3)

PAPER								
rmilk	2%	Fort. Skim		Whip Cream	H & H	Sour Cream	Onion Dip	~~[illegible]~~
Qt.	½ Gal.	½ Gal.	Qt.	½ Pt.	Pt.	8 Oz.	½ Pt.	~~[illegible]~~.
.1938	.3656	.3576	.1778	.3018	.2793	.2611	.3031	-
.2415	.4340	.4340	.2345	.3360	.3290	.2765	.3150	-
24.6	18.7	21.4	31.9	11.3	17.8	5.9	3.9	-

3957

.1938	.3656	.3576	.1778	.3018	.2793	.2611	.3031	~~[illegible]~~
.2415	.4340	.4340	.2345	.3360	.3290	.2765	.3150	~~[illegible]~~
24.6	18.7	21.4	31.9	11.3	17.8	5.9	3.9	~~[illegible]~~

Week Ended 11/22/69	Homo Gal.	 ½ Gal.	 Qt.	Choc. Qt.	Buttermilk ½ Gal.	 Qt.
A & P Price - Hammond	.7732	.3866	.2083	.2528	.3786	.1938
Wallies Net Price	.9100	.4550	.2415	.2870	.4550	.2415
Percent of Discrimination	17.7	17.7	15.9	13.5	20.2	24.6

Total Net Billing to Wallies of its Purchases of These ~~[illegible]~~ Items	~~[illegible]~~	662.22
Billing if Wallies Had Been Charged Prices Paid by A & P For These Items	~~[illegible]~~	563.58
Dollar Discrimination (Overcharge)	~~[illegible]~~	98.64
Percent of Discrimination (Overcharge)	~~[illegible]~~	17.5

Week Ended 11/29/69 1/	Gal.	½ Gal.	Qt.	Choc. Qt.	Buttermilk ½ Gal.	Buttermilk Qt.
A & P Price - Hammond	.7732	.3866	.2083	.2528	.3786	.1938
Wallies Net Price	.9100	.4550	.2415	.2870	.4550	.2415
Percent of Discrimination	17.7	17.7	15.9	13.5	20.2	24.6

Total Net Billing to Wallies of its Purchases of These 14 Items	625.20
Billing if Wallies Had Been Charged Prices Paid by A & P For These Items	531.58
Dollar Discrimination (Overcharge)	93.62
Percent of Discrimination (Overcharge)	17.6

1/ Wallies Market discontinued purchasing from Borden effective 12/1/69.

CX 202 Z (4)

PAPER								
2%	Fort. Skim		Whip Cream	H & H	Sour Cream	Onion Dip	~~[illegible]~~	Egg Nog
½ Gal.	½ Gal.	Qt.	½ Pt.	Pt.	8 Oz.	½ Pt.	~~[illegible]~~	Qt.
.3656	.3576	.1778	.3018	.2793	.2611	.3031	~~[illegible]~~	-
.4340	.4340	.2345	.3360	.3290	.2765	.3150	~~[illegible]~~	-
18.7	21.4	31.9	11.3	17.8	5.9	3.9	~~[illegible]~~	-

.3656	.3576	.1778	.2450	.2793	.2611	.3031	-	.4366
.4340	.4340	.2345	.3360	.3290	.2765	.3150	-	.4690
18.7	21.4	31.9	37.1	17.8	5.9	3.9	-	7.4

WILCO FOOD CENTER

Summary of Price Discriminations, by Month, of Billings of Common Items 1/, by Borden, Inc., to A & P Stores and Wilco Food Center, both of Gary, Indiana, During Periods October 1966-March 1967 and June 1969-March 1970.

Month	Total Net Billing To Wilco	Billing If Wilco Had Been Charged A & P Prices	Dollar Discrimination	Percent of Discrimination
October 1966	$ 4,565.42	$ 3,968.73	$ 596.69	15.0%
November 1966	5,481.32	4,790.12	691.20	14.4
December 1966	7,372.04	6,482.73	889.31	13.7
January 1967	4,682.11	4,098.15	583.96	14.2
February 1967	6,415.19	5,628.95	786.24	14.0
March 1967	7,348.91	6,346.16	1,002.75	15.8
Six Months Total	$35,864.99	$31,314.84	$ 4,550.15	14.5%
June 1969	$ 6,383.90	$ 6,088.95	$ 294.95	4.8
July 1969	5,731.11	5,535.06	196.05	3.5
August 1969	8,677.22	8,022.92	654.30	8.2
September 1969	6,464.49	6,035.25	429.24	7.1
October 1969	7,002.64	6,514.10	488.54	7.5
November 1969	8,861.51	8,316.89	544.62	6.5
December 1969	7,129.81	6,611.97	517.84	7.8
January 1970	8,707.52	7,994.92	712.60	8.9
February 1970	6,258.60	5,939.01	319.59	5.4
March 1970	6,122.42	5,846.31	276.11	4.7
Ten Months Total	$71,339.22	$66,905.38	$ 4,433.84	6.6%

Source: Borden's Weekly Billings, Invoices, and Applicable Rebate Memoranda for periods of October 1966-March 1967 and June 1969-March 1970.

1/ Only Private Label Products Considered in A & P Purchases.

CX 202-A

Final

WILCO FOOD CENTER

Comparison of Net Sales of Common Items Used in Commission's Tabulations, by Month, to Total Sales of All Items Sold to Wilco Food Center, Gary, Indiana, by Borden, Inc., During Periods of October 1966-March 1967 and June 1969-March 1970.

Month	Borden Net Sales of All Items	Borden Net Sales of Common Items	Percent of Common Items To All Items
October 1966	$ 7,120.34	$ 4,565.42	64.1%
November 1966	7,822.99	5,481.32	70.1
December 1966	10,269.68	7,372.04	71.8
January 1967	6,528.03	4,682.11	71.7
February 1967	8,610.94	6,415.19	74.5
March 1967	9,831.10	7,348.91	74.8
Six Months Total	$50,183.08	$35,864.99	71.5%
June 1969	$ 8,188.85	$ 6,383.90	78.0%
July 1969	7,453.12	5,731.11	76.9
August 1969	10,492.07	8,677.22	82.7
September 1969	8,485.52	6,464.49	76.2
October 1969	9,060.80	7,002.64	77.3
November 1969	11,708.27	8,861.51	75.7
December 1969	9,206.58	7,129.81	77.4
January 1970	12,697.96	8,707.52	68.6
February 1970	9,349.20	6,258.60	66.9
March 1970	9,178.84	6,122.42	66.7
Ten Months Total	$95,821.21	$71,339.22	74.5%

Source: Borden's Weekly Billings, Invoices, and Applicable Rebate Memoranda.

CX 202-B

[redacted]

[illegible] 10/?/66	[redacted]			Homo		Choc.	[redacted]	Butt
	[redacted]	[redacted]	Gal.	½ Gal.	Qt.	Qt.	[redacted]	½ Gal.
A&P Price - Gary	[redacted]	[redacted]	.7288	.3644	.1972	.2417	[redacted]	.3564
Wilco Price	[redacted]	[redacted]	.8265	.4133	.2214	.2603	[redacted]	.4133
Percent of Discrimination	[redacted]	[redacted]	13.4	13.4	12.3	7.7	[redacted]	16.0

Total Net Billing to Wilco of its Purchases of These [redacted] Items	[redacted]	$1,091.63
Billing if Wilco Had Been Charged Prices Paid by A & P For These Items	[redacted]	953.90
Dollar Discrimination (Overcharge)	[redacted]	137.73
Percent of Discrimination (Overcharge)	[redacted]	14.4

Week Ended 10/15/66								
A & P Price - Gary	[redacted]	[redacted]	.7184	.3592	.1946	.2391	[redacted]	.3512
Wilco Net Price	[redacted]	[redacted]	.8265	.4133	.2214	.2603	[redacted]	.4133
Percent of Discrimination	[redacted]	[redacted]	15.0	15.1	13.8	8.9	[redacted]	17.7

Total Net Billing to Wilco of its Purchases of These [redacted] Items	[redacted]	$1,161.57
Billing if Wilco Had Been Charged Prices Paid by A & P For These Items	[redacted]	1,004.82
Dollar Discrimination (Overcharge)	[redacted]	156.75
Percent of Discrimination (Overcharge)	[redacted]	15.6

NOTE: Percentages based on price differences divided by lowest price.
( ) indicates those products on which A & P Store does not receive lowest price.

CX 202-C

[redacted]

PAPER										
								[redacted]	[redacted]	[redacted]
rmilk	2%	Fort. Skim		Whip Cream	H & H	[redacted]		[redacted]	[redacted]	[redacted]
Qt.	½ Gal.	½ Gal.	Qt.	½ Pt.	Pt.	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
.1827	.3304	.3354	.1667	2907	.2707	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
.2214	.3924	.3924	.2138	.3173	.3097	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
21.2	18.8	17.0	28.3	9.2	14.4	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]

3961

.1801	.3382	.3302	.1647	.2881	.2681	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
.2214	.3924	.3924	.2138	.3173	.3097	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
22.9	16.0	18.8	29.8	10.1	15.5	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]

	[redacted]		Homo			Choc.	[redacted]	Butterm
Week Ended 10/22/66	[redacted]	[redacted]	Gal.	½ Gal.	Qt.	Qt.	[redacted]	½ Gal.
Price - Gary	[redacted]	[redacted]	.7184	.3592	.1946	.2391	[redacted]	.3512
Net Price	[redacted]	[redacted]	.8265	.4133	.2214	.2603	[redacted]	.4133
Percent of Discrimination	[redacted]	[redacted]	15.0	15.1	13.8	8.9	[redacted]	17.7

Total Net Billing to Wilco of its Purchases of These [redacted] Items	[redacted]	1,213.79
Billing if Wilco Had Been Charged Prices Paid by A & P For These Items	[redacted]	1.053.20
Dollar Discrimination (Overcharge)	[redacted]	160.59
Percent of Discrimination (Overcharge)	[redacted]	15.2

Week Ended 10/29/66								
Price - Gary	[redacted]	[redacted]	.7224	.3612	.1956	.2401	[redacted]	.3532
Net Price	[redacted]	[redacted]	.8265	.4133	.2214	.2603	[redacted]	.4133
Percent of Discrimination	[redacted]	[redacted]	14.4	14.4	13.2	8.4	[redacted]	17.0

Total Net Billing to Wilco of its Purchases of These [redacted] Items	[redacted]	1,098.43
Billing if Wilco Had Been Charged Prices Paid by A & P For These Items	[redacted]	956.81
Dollar Discrimination (Overcharge)	[redacted]	141.62
Percent of Discrimination (Overcharge)	[redacted]	14.8

CX-202-J

P A P E R										
lk	2%	Fort. Skim		Whip Cream	H & H	[redacted]		[redacted]	[redacted]	[redacted]
Qt.	½ Gal.	½ Gal.	Qt.	½ Pt.	Pt.	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
.1801	.3362	.3302	.1647	.2681	.2681	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
.2214	.3924	.3924	.2138	.3173	.3097	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
22.9	16.0	18.8	29.8	10.1	15.5	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
.1811	.3402	.3322	.1651	.2891	.2691	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
.2214	.3924	.3924	.2138	.3173	.3097	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
22.3	[illegible]	18.1	29.5	9.8	15.1	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]

Week Ended 11/5/66	[redacted]							
	[redacted]	[redacted]		Homo		Choc.	[redacted]	But
	[redacted]	[redacted]	Gal.	½ Gal.	Qt.	Qt.	[redacted]	½ Gal.
A & P Price - Gary	[redacted]	[redacted]	.7224	.3612	.1956	.2401	[redacted]	.3532
Wilco Net Price	[redacted]	[redacted]	.8265	.4133	.2214	.2603	[redacted]	.4133
Percent of Discrimination	[redacted]	[redacted]	14.4	14.4	13.2	8.4	[redacted]	17.0

Total Net Billing to Wilco of its Purchases of These [redacted] Items	[redacted]	1,231.07
Billing if Wilco Had Been Charged Prices Paid by A & P For These Items	[redacted]	1,073.36
Dollar Discrimination (Overcharge)	[redacted]	157.71
Percent of Discrimination (Overcharge)	[redacted]	14.7

Week Ended 11/12/66								
A & P Price - Gary	[redacted]	[redacted]	.7224	.3612	.1956	.2401	[redacted]	.3532
Wilco Net Price	[redacted]	[redacted]	.8265	.4133	.2214	.2603	[redacted]	.4133
Percent of Discrimination	[redacted]	[redacted]	14.4	14.4	13.2	8.4	[redacted]	17.0

Total Net Billing to Wilco of its Purchases of These [redacted] Items	[redacted]	1,180.69
Billing if Wilco Had Been Charged Prices Paid by A & P For These Items	[redacted]	1,029.48
Dollar Discrimination (Overcharge)	[redacted]	151.21
Percent of Discrimination (Overcharge)	[redacted]	14.7

CX 202-E

PAPER										
ermilk	2%	Fort. Skim		Whip Cream	H & H	[redacted]		[redacted]	[redacted]	[redacted]
Qt.	½ Gal.	½ Gal.	Qt.	½ Pt.	Pt.	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
.1811	.3402	.3322	.1651	.2891	.2691	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
.2214	.3924	.3924	.2138	.3173	.3097	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
22.3	15.3	18.1	29.5	9.8	15.1	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]

3963

.1811	.3402	.3322	.1651	.2891	.2691	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
.2214	.3924	.3924	.2138	.3173	.3097	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
22.3	15.3	18.1	29.5	9.8	15.1	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]

3964

Week Ending 11/19/66	[redacted]		Homo			Choc.	[redacted]	Buttermilk	
	[redacted]	[redacted]	Gal.	½ Gal.	Qt.	Qt.	[redacted]	½ Gal.	Qt.
A & P Price - Gary	[redacted]	[redacted]	.7224	.3612	.1956	.2401	[redacted]	.3532	.1811
Wilco Net Price	[redacted]	[redacted]	.8265	.4133	.2214	.2603	[redacted]	.4133	.2214
Percent of Discrimination	[redacted]	[redacted]	14.4	14.4	13.2	8.4	[redacted]	17.0	22.3

Total Net Billing to Wilco of its Purchases of These [redacted] Items	[redacted]	1,463.80
Billing if Wilco Had Been Charged Prices Paid by A & P For These Items	[redacted]	1,283.60
Dollar Discrimination (Overcharge)	[redacted]	180.20
Percent of Discrimination (Overcharge)	[redacted]	14.0

Week Ending 11/26/66									
A & P Price - Gary	[redacted]	[redacted]	.7184	.3592	.1946	.2391	[redacted]	.3512	.1801
Wilco Net Price	[redacted]	[redacted]	.8265	.4133	.2214	.2603	[redacted]	.4133	.2214
Percent of Discrimination	[redacted]	[redacted]	15.0	15.1	13.8	8.9	[redacted]	17.7	22.9

Total Net Billing to Wilco of its Purchases of These [redacted] Items	[redacted]	1,605.76
Billing if Wilco Had Been Charged Price Paid by A & P For These Items	[redacted]	1,403.68
Dollar Discrimination (Overcharge)	[redacted]	202.08
Percent of Discrimination (Overcharge)	[redacted]	14.4

CX 202-F

PAPER

27	Fort. Skim		Egg Nog		Whip Cream	H & H		[redacted]		[redacted]	[redacted]	[redacted]
½ Gal.	½ Gal.	Qt.	[redacted]	Qt.	½ Pt.	[redacted]	Pt.	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
.3402	.3322	.1651	[redacted]	.4570	.2891	[redacted]	.2691	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
.3924	.3924	.2138	[redacted]	.4845	.3173	[redacted]	.3097	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
15.3	18.1	29.5	[redacted]	6.0	9.8	[redacted]	15.1	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]

.3382	.3302	.1641	[redacted]	.4570	.2881	-	.2681	[redacted]	[redacted]	[redacted]	[redacted]	
.3924	.3924	.2138	[redacted]	.4845	.3173	-	.3097	[redacted]	[redacted]	[redacted]	[redacted]	
16.0	18.8	30.3	[redacted]	6.0	10.1	-	15.5	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]

	[redacted]		Homo			Choc.	[redacted]
Week Ended 12/3/65	[redacted]	[redacted]	Gal.	½ Gal.	Qt.	Qt.	
A & P Price - Cary	[redacted]	[redacted]	.7184	.3592	.1946	.2391	[redacted]
Wilco Net Price	[redacted]	[redacted]	.8265	.4133	.2214	.2603	[redacted]
Percent of Discrimination	[redacted]	[redacted]	15.0	15.1	13.8	8.9	[redacted]

Total Net Billing to Wilco of its Purchases of These [redacted] Items	[redacted]	1,158.44
Billing if Wilco Had Been Charged Prices Paid by A & P For These Items	[redacted]	1,003.12
Dollar Discrimination (Overcharge)	[redacted]	155.32
Percent of Discrimination (Overcharge)	[redacted]	15.5

Week Ended 12/10/65							
A & P Price - Cary	[redacted]	[redacted]	.7184	.3592	.1946	.2391	[redacted]
Wilco Net Price	[redacted]	[redacted]	.8265	.4133	.2214	.2603	[redacted]
Percent of Discrimination	[redacted]	[redacted]	15.0	15.1	13.8	8.9	[redacted]

Total Net Billing to Wilco of its Purchases of These [redacted] Items	[redacted]	1,274.12
Billing if Wilco Had Been Charged Prices Paid by A & P For These Items	[redacted]	1,105.50
Dollar Discrimination (Overcharge)	[redacted]	168.62
Percent of Discrimination (Overcharge)	[redacted]	15.3

[redacted]

CX 202-G

PAPER												
Buttermilk		2%	Fort. Skim		Whip Cream	H & H	[redacted]		[redacted]	[redacted]	[redacted]	[illegible]
½ Gal.	Qt.	½ Gal.	½ Gal.	Qt.	½ Pt.	Pt.	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[illegible]
.3512	.1801	.3382	.3302	.1641	.2881	.2681	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	-
.4133	.2214	.3924	.3924	.2138	.3173	.3097	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	-
17.7	22.9	16.0	18.8	30.3	10.1	15.5	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	-

3965

.3512	.1801	.3382	.3302	.1641	.2881	.2681	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	.4570
.4133	.2214	.3924	.3924	.2138	.3173	.3097	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	.4845
17.7	22.9	16.0	18.8	30.3	10.1	15.5	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	6.0

	[redacted]		Homo			Choc.	[redacted]	Butt
	[redacted]	[redacted]					[redacted]	
Week Ended 12/17/66	[redacted]	[redacted]	Gal.	½ Gal.	Qt.	Qt.	[redacted]	½ Gal.
A & P Price - Cary	[redacted]	[redacted]	.7028	.3514	.1907	.2352	[redacted]	.3434
Wilco Net Price	[redacted]	[redacted]	.8265	.4133	.2214	.2603	[redacted]	.4133
Percent of Discrimination	[redacted]	[redacted]	.17.6	17.6	16.1	10.7	[redacted]	20.4

Total Net Billing to Wilco of its Purchases of These [redacted] Items	[redacted]	1,247.08
Billing if Wilco Had Been Charged Prices Paid by A & P For These Items	[redacted]	1,085.37
Dollar Discrimination (Overcharge)	[redacted]	161.71
Percent of Discrimination (Overcharge)	[redacted]	14.9

3966

Week Ended 12/24/66								
A & P Price - Cary	[redacted]	[redacted]	.7028	.3514	.1907	.2352	[redacted]	.3434
Wilco Net Price	[redacted]	[redacted]	.8265	.4133	.2214	.2603	[redacted]	.4133
Percent of Discrimination	[redacted]	[redacted]	17.6	17.6	16.1	10.7	[redacted]	20.4

Total Net Billing to Wilco of its Purchases of These [redacted] Items	[redacted]	1,968.62
Billing if Wilco Had Been Charged Prices Paid by A & P For These Items	[redacted]	1,699.93
Dollar Discrimination (Overcharge)	[redacted]	268.69
Percent of Discrimination (Overcharge)	[redacted]	15.8

1/ Special Price

CX 201-H

P A C E R

Milk	2%	Fort. Skim		Egg Nog		Whip Cream	H & H	[redacted]		[redacted]	[redacted]	[redacted]
Qt.	½ Gal.	½ Gal.	Qt.	[redacted]	Qt.	½ Pt.	Pt.	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
.1762	.3304	.3224	.1602	-	.4570	.2642	.2642	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
.2214	.3449 1/	.3924	.2138	-	.4845	.3173	.3097	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
25.7	4.4	21.7	33.5	-	6.0	11.6	17.2	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]

.1762	.3304	.3224	.1602	[redacted]	.4570	.2842	.2642	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
.2214	.3924	.3924	.2138	[redacted]	.4845	.3173	.3097	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
25.7	18.8	21.7	33.5	[redacted]	6.0	11.6	17.2	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]

	[redacted]		Homo			Choc.	[redacted]	Buttermilk	
Week Ended 12/31/65	[redacted]	[redacted]	Gal.	½ Gal.	Qt.	Qt.	[redacted]	½ Gal.	Qt.
A & P Price - Gary	[redacted]	[redacted]	.7028	.3514	.1907	.2352	[redacted]	.3434	.1762
Wilco Net Price	[redacted]	[redacted]	.8265	.4133	.2214	.2603	[redacted]	.4133	.2214
Percent of Discrimination	[redacted]	[redacted]	17.6	17.6	16.1	10.7	[redacted]	20.4	25.7

Total Net Billing to Wilco of its Purchases of These [redacted] Items	[redacted]	1,723.78
Billing if Wilco Had Been Charged Prices Paid by A & P For These Items	[redacted]	1,588.81
Dollar Discrimination (Overcharge)	[redacted]	134.97
Percent of Discrimination (Overcharge)	[redacted]	8.5

1/ See CIX 1042-83 from return on subpoena on 11/19/70 - special sales price [illegible] to clean up overstock.

CX 202-I

PAPER

2%	Fort. Skim			Egg Nog		Whip Cream		H & H	Sour Cream		[redacted]	[redacted]
½ Gal.	½ Gal.	Qt.	[redacted]	Qt.	Qt.	½ Pt.	½ Pt.	Pt.	16 Oz.	8 Oz.	[redacted]	[redacted]
.3304	.3224	.1602	[redacted]	.4570	.4570	.2842	.2842	.2642	.4605	.2455	[redacted]	
.3924	.3924	.2138	[redacted]	.4845	.2715 1/	.3173	.2173 1/	.3097	.5064	.2603	[redacted]	
18.8	21.7	33.5	[redacted]	6.0	(68.3)	11.6	(30.8)	17.2	5.4	6.0	[redacted]	[redacted]

	[redacted]			Homo		Choc.	[redacted]	Butt
Week Ended 1/7/67	[redacted]	[redacted]	Gal.	½ Gal.	Qt.	Qt.	[redacted]	½ Gal.
A & P Price - Gary	[redacted]	[redacted]	.7028	.3514	.1907	.2352	[redacted]	.3434
Wilco Net Price	[redacted]	[redacted]	.8120	.4060	.2170	.2560	[redacted]	.4060
Percent of Discrimination	[redacted]	[redacted]	15.5	15.5	13.8	8.8	[redacted]	18.2

Total Net Billing to Wilco of its Purchases of These [redacted] Items	[redacted]	1,256.48
Billing if Wilco Had Been Charged Prices Paid by A & P For These Items	[redacted]	1,124.12
Dollar Discrimination (Overcharge)	[redacted]	132.36
Percent of Discrimination (Overcharge)	[redacted]	11.8

3968

Week Ended 1/14/67								
A & P Price - Gary	[redacted]	[redacted]	.7028	.3514	.1907	.2352	[redacted]	.3434
Wilco Net Price	[redacted]	[redacted]	.8120	.4060	.2170	.2560	[redacted]	.4060
Percent of Discrimination	[redacted]	[redacted]	15.5	15.5	13.8	8.8	[redacted]	18.2

Total Net Billing to Wilco of its Purchases of These [redacted] Items	[redacted]	1,236.03
Billing if Wilco Had Been Charged Prices Paid by A & P For These Items	[redacted]	1,071.79
Dollar Discrimination (Overcharge)	[redacted]	164.24
Percent of Discrimination (Overcharge)	[redacted]	15.3

1/ Special Price.

CX202-J

PAPER

rmilk	2%	Fort. Skim		Egg Nog	Whip Cream	H & H	Sour Cream		[redacted]	[redacted]	[redacted]
Qt.	½ Gal.	½ Gal.	Qt.	Qt.	½ Pt.	Pt.	16 Oz.	8 Oz.			
.1762	.3304	.3224	.1602	.4570	.2842	.2642	.4805	.2455	[redacted]	-	[redacted]
.2170	.3350 1/	.3350 1/	.2100	.4760	.3120	.3050	.4970	.2560	[redacted]	-	[redacted]
23.2	1.4	3.9	31.1	4.2	9.8	15.4	3.4	4.3	[redacted]	-	[redacted]

.1762	.3304	.3224	.1602	-	.2842	.2642	.4805	.2455	[redacted]	[redacted]	[redacted]
.2170	.3850	.3850	.2100	-	.3120	.3050	.4970	.2560	[redacted]	[redacted]	[redacted]
23.2	16.5	19.4	31.1	-	9.8	15.4	3.4	4.3	[redacted]	[redacted]	[redacted]

	[redacted]							
	[redacted]	[redacted]	Homo			Choc.	[redacted]	Butt
Week Ended 1/21/67	[redacted]	[redacted]	Gal.	½ Gal.	Qt.	Qt.	[redacted]	½ Gal.
A & P Price - Gary	[redacted]	[redacted]	.7028	.3514	.1907	.2352	[redacted]	.3434
Wilco Net Price	[redacted]	[redacted]	.8120	.4060	.2170	.2560	[redacted]	.4060
Percent of Discrimination	[redacted]	[redacted]	15.5	15.5	13.8	8.8	[redacted]	18.2

Total Net Billing to Wilco of its Purchases of These [redacted] Items	[redacted]	1,355.93
Billing if Wilco Had Been Charged Prices Paid by A & P For These Items	[redacted]	1,176.24
Dollar Discrimination (Overcharge)	[redacted]	179.69
Percent of Discrimination (Overcharge)	[redacted]	15.3

Week Ended 1/28/67								
A & P Price - Gary	[redacted]	[redacted]	.7028	.3514	.1907	.2352	-	.3434
Wilco Net Price	[redacted]	[redacted]	.8120	.4060	.2170	.2560	-	.4060
Percent of Discrimination	[redacted]	[redacted]	15.5	15.5	13.8	8.8	-	18.2

Total Net Billing to Wilco of its Purchases of These [redacted] Items	[redacted]	833.67
Billing if Wilco Had Been Charged Prices Paid by A & P For These Items	[redacted]	726.00
Dollar Discrimination (Overcharge)	[redacted]	107.67
Percent of Discrimination (Overcharge)	[redacted]	14.8

1/ Special Price.

CX202-K

P A P E R											
ermilk	2%	Fort. Skim		Whip Cream	H & H		Sour Cream		[redacted]	[redacted]	[redacted]
Qt.	½ Gal.	½ Gal.	Qt.	½ Pt.	[redacted]	Pt.	16 Oz.	8 Oz.			
.1762	.3304	.3224	.1602	.2842	-	.2642	.4805	.2455	[redacted]	[redacted]	[redacted]
.2170	.3850	.3850	.2100	.3120	-	.3050	.4970	.2560	[redacted]	[redacted]	[redacted]
23.2	16.5	19.4	31.1	9.8	-	15.4	3.4	4.3	[redacted]	[redacted]	[redacted]

.1762	.3304	.3224	.1602	.2842	[redacted]	.2642	.4405	-	[redacted]	[redacted]	[redacted]
.1670 1/	.3850	.3850	.2100	.3120	[redacted]	.3050	.4970	-	[redacted]	[redacted]	[redacted]
(5.5)	16.5	19.4	31.1	9.8	[redacted]	15.4	12.8	-	[redacted]	[redacted]	[redacted]

	[redacted]		Homo			Choc.	[redacted]	Butter
Week Ended 2/4/67	[redacted]	[redacted]	Gal.	½ Gal.	Qt.	Qt.	[redacted]	½ Gal.
A & P Price - Gary	[redacted]	[redacted]	.7023	.3514	.1907	.2352	[redacted]	.3434
Wilco Net Price	[redacted]	[redacted]	.8120	.4060	.2170	.2560	[redacted]	.4060
Percent of Discrimination	[redacted]	[redacted]	15.5	15.5	13.8	8.8	[redacted]	18.2

Total Net Billing to Wilco of its Purchases of These [redacted] Items	[redacted]	2,466.17
Billing if Wilco Had Been Charged Prices Paid by A & P For These Items	[redacted]	2,138.94
Dollar Discrimination (Overcharge)	[redacted]	327.23
Percent of Discrimination (Overcharge)	[redacted]	15.3

3970

Week Ended 2/11/67								
A & P Price - Gary	[redacted]	[redacted]	.7023	.3514	.1907	.2352	[redacted]	.3434
Wilco Net Price	[redacted]	[redacted]	.8120	.4060	.2170	.2560	[redacted]	.4060
Percent of Discrimination	[redacted]	[redacted]	15.5	15.5	13.8	8.8	[redacted]	18.2

Total Net Billing to Wilco of its Purchases of These [redacted] Items	[redacted]	1,190.94
Billing if Wilco Had Been Charged Prices Paid by A & P For These Items	[redacted]	1,059.26
Dollar Discrimination (Overcharge)	[redacted]	131.68
Percent of Discrimination (Overcharge)	[redacted]	12.4

1/ Special Price.

CX 202-L

P A P E R										
ilk	2%	Fort. Skim		Whip Cream	H & H	Sour Cream		[redacted]	[redacted]	[redacted]
Qt.	½ Gal.	½ Gal.	Qt.	½ Pt.	Pt.	16 Oz.	8 Oz.			
.1762	.3304	.3224	.1602	.2842	.2642	.4805	.2455	[redacted]	[redacted]	[redacted]
.2170	.3850	.3850	.2100	.3120	.3050	.4970	.2560	[redacted]	[redacted]	[redacted]
23.2	16.5	19.4	31.1	9.8	15.4	3.4	4.3	[redacted]	[redacted]	[redacted]

.1762	.3304	.3224	.1602	.2842	.2642	.4805	.2455	[redacted]	[redacted]	[redacted]
.2170	.3850	.3850	.2100	.3120	.2550 1/	.4970	.2560	[redacted]	[redacted]	[redacted]
23.2	16.5	19.4	31.1	9.8	(3.6)	3.4	4.3	[redacted]	[redacted]	[redacted]

	[redacted]		Homo			Choc.	[redacted]	Butter
Week Ended 2/18/67	[redacted]	[redacted]	Gal.	½ Gal.	Qt.	Qt.	[redacted]	½ Gal.
A & P Price - Cary	[redacted]	[redacted]	.7028	.3514	.1907	.2352	[redacted]	.3434
Wilco Net Price	[redacted]	[redacted]	.8120	.4060	.2170	.2560	[redacted]	.4060
Percent of Discrimination	[redacted]	[redacted]	15.5	15.5	13.8	8.8	[redacted]	18.2

Total Net Billing to Wilco of its Purchases of These [redacted] Items	[redacted]	1,323.89
Billing if Wilco Had Been Charged Prices Paid by A & P For These Items	[redacted]	1,150.92
Dollar Discrimination (Overcharge)	[redacted]	172.97
Percent of Discrimination (Overcharge)	[redacted]	15.0

Week Ended 2/25/67								
A & P Price - Cary	[redacted]	[redacted]	.7028	.3514	.1907	.2352	[redacted]	.3434
Wilco Net Price	[redacted]	[redacted]	.8120	.4060	.2170	.2560	[redacted]	.4060
Percent of Discrimination	[redacted]	[redacted]	15.5	15.5	13.8	8.8	[redacted]	18.2.

Total Net Billing to Wilco of its Purchases of These [redacted] Items	[redacted]	1,434.19
Billing if Wilco Had Been Charged Prices Paid by A & P For These Items	[redacted]	1,279.83
Dollar Discrimination (Overcharge)	[redacted]	154.36
Percent of Discrimination (Overcharge)	[redacted]	12.1

CX202-W

1/ Special Price.

		PAPER									
ilk	2%	Fort. Skim		Whip Cream	H & P	Sour Cream			[redacted]	[redacted]	[redacted]
Qt.	½ Gal.	½ Gal.	Qt.	½ Pt.	Pt.	16 Oz.	16 Oz.	8 Oz.			
.1762	.3304	.3224	.1602	.2842	.2642	.4805	-	.2455	[redacted]	[redacted]	[redacted]
.2170	.3850	.3850	.2100	.3120	.3050	.4970	-	.2560	[redacted]	[redacted]	[redacted]
23.2	16.5	19.4	31.1	9.8	15.4	3.4	-	4.3	[redacted]	[redacted]	[redacted]

.1762	.3304	.3224	.1602	.2842	.2642	.4805	.4805	.2455	[redacted]	[redacted]	[redacted]
.2170	.3350 1/	.3850	.2100	.3120	.3050	.4970	.4470 1/	.2560	[redacted]	[redacted]	[redacted]
23.2	1.4	19.4	31.1	9.8	15.4	3.4	(7.5)	4.3	[redacted]	[redacted]	[redacted]

	[redacted]								
	[redacted]	[redacted]	Homo			Choc.	[redacted]		Butte
Week Ended 3/4/67	[redacted]	[redacted]	Gal.	½ Gal.	Qt.	Qt.	[redacted]	[redacted]	½ Gal.
A & P Price - Gary	[redacted]	[redacted]	.7028	.3514	.1907	.2352	[redacted]	-	.3434
Wilco Net Price	[redacted]	[redacted]	.8120	.4060	.2170	.2560	[redacted]	-	.4060
Percent of Discrimination	[redacted]	[redacted]	15.5	15.5	13.8	8.8	[redacted]	-	18.2

Total Net Billing to Wilco of its Purchases of These [redacted] Items	[redacted]	1,308.79
Billing if Wilco Had Been Charged Prices Paid by A & P For These Items	[redacted]	1,152.80
Dollar Discrimination (Overcharge)	[redacted]	155.99
Percent of Discrimination (Overcharge)	[redacted]	13.5

Week Ended 3/11/67									
A & P Price - Gary	[redacted]	[redacted]	.7028	.3514	.1907	.2352	[redacted]	[redacted]	.3434
Wilco Net Price	[redacted]	[redacted]	.8120	.4060	.2170	.2560	[redacted]	[redacted]	.4060
Percent of Discrimination	[redacted]	[redacted]	15.5	15.5	13.8	8.8	[redacted]	[redacted]	18.2

Total Net Billing to Wilco of its Purchases of These [redacted] Items	[redacted]	1,706.76
Billing if Wilco Had Been Charged Prices Paid by A & P For These Items	[redacted]	1,525.39
Dollar Discrimination (Overcharge)	[redacted]	181.37
Percent of Discrimination (Overcharge)	[redacted]	11.9

1/ Special Price.

CX 222-N

PAPER												
					Whip				[redacted]	[redacted]		
milk	2%		Fort. Skim		Cream	H & H	Sour Cream		[redacted]	[redacted]	[redacted]	
Qt.	½ Gal.	¼ Gal.	½ Gal.	Qt.	½ Pt.	Pt.	16 Oz.	8 Oz.	[redacted]	[redacted]	[redacted]	[redacted]
.1762	.3304	.3304	.3224	.1602	.2842	.2642	.4805	.2455	[redacted]	[redacted]	[redacted]	-
.2170	.3850	.3350 1/	.3850	.2100	.3120	.3050	.4470 1/	.2560	[redacted]	[redacted]	[redacted]	-
23.2	16.5	1.4	19.4	31.1	9.8	15.4	(7.5)	4.3	[redacted]	[redacted]	[redacted]	-

.1762	-	.3304	.3224	.1602	.2842	.2642	.4805	.2455	[redacted]	[redacted]	[redacted]	[redacted]
.2170	-	.3350 1/	.3850	.2100	.3120	.3050	.4970	.2560	[redacted]	[redacted]	[redacted]	[redacted]
23.2	-	1.4	19.4	31.1	9.8	15.4	3.4	4.3	[redacted]	[redacted]	[redacted]	[redacted]

	[redacted]								
	[redacted]	[redacted]	Homo			Choc.	[redacted]	Buttermilk	
[illegible]	[redacted]	[redacted]	Gal.	½ Gal.	Qt.	Qt.	[redacted]	½ Gal.	Qt.
A & P Price - Gary	[redacted]	[redacted]	.6752	.3376	.1838	.2283	[redacted]	.3296	.1693
Wilco Net Price	[redacted]	[redacted]	.8120	.4060	.2170	.2560	[redacted]	.4060	.2170
Percent of Discrimination	[redacted]	[redacted]	20.3	20.3	18.1	12.1	[redacted]	23.2	28.2

Total Net Billing to Wilco of its Purchases of These [redacted] Items	[redacted]	1,407.38
Billing if Wilco Had Been Charged Prices Paid by A & P For These Items	[redacted]	1,177.69
Dollar Discrimination (Overcharge)	[redacted]	229.69
Percent of Discrimination (Overcharge)	[redacted]	19.5

[illegible]									
A & P Price - Gary	[redacted]	[redacted]	.6752	.3376	.1838	.2283	-	.3296	.1693
Wilco Net Price	[redacted]	[redacted]	.8120	.4060	.2170	.2560	-	.4060	.2170
Percent of Discrimination	[redacted]	[redacted]	20.3	20.3	18.1	12.1	-	23.2	28.2

Total Net Billing to Wilco of its Purchases of These [redacted] Items	[redacted]	1,706.99
Billing if Wilco Had Been Charged Prices Paid by A & P For These Items	[redacted]	1,445.98
Dollar Discrimination (Overcharge)	[redacted]	261.01
Percent of Discrimination (Overcharge)	[redacted]	18.1

1/ Special Price.

CX-2010

PAPER

2%		Fort. Skim		Whip Cream		H & H	Sour Cream		[redacted]		Onion Dip	[redacted]
½ Gal.	½ Gal.	½ Gal.	Qt.	½ Pt.	1 Pt.	Pt.	16 Oz.	8 Oz.	[redacted]	[redacted]	[illegible]	[redacted]
.3166	-	.3086	.1533	.2773	.2773	.2573	.4667	.2386	[redacted]	[redacted]	.2806	[redacted]
.3850	-	.3850	.2100	.2620 1/	.3120	.3050	.4970	.2560	[redacted]	[redacted]	.3010	[redacted]
21.6	-	24.8	37.0	(5.8)	12.5	18.5	6.5	7.3	[redacted]	[redacted]	7.3	[redacted]

.3166	.3166	.3086	.1533	.2773	-	.2573	.4667	.2386	[redacted]	-	.2806	[redacted]
.3850	.3350 1/	.3850	.2100	.2620 1/	-	.3050	.4970	.2560	[redacted]	-	.3010	[redacted]
21.6	5.8	24.8	37.0	(5.8)	-	18.5	6.5	7.3	[redacted]	-	7.3	[redacted]

	[redacted]		Homo			Choc.	[redacted]
Week Ended 4/1/67	[redacted]	[redacted]	Gal.	½ Gal.	Qt.	Qt.	[redacted]
A & P Price - Gary	[redacted]	[redacted]	.6752	.3376	.1838	.2283	[redacted]
Wilco Net Price	[redacted]	[redacted]	.8120	.4060	.2170	.2360	[redacted]
Percent of Discrimination	[redacted]	[redacted]	20.3	20.3	18.1	12.1	[redacted]

Total Net Billing to Wilco of its Purchases of these [redacted] Items	[redacted]	1,218.99
Billing if Wilco Had Been Charged Prices Paid by A & P For These Items	[redacted]	1,044.30
Dollar Discrimination (Overcharge)	[redacted]	174.69
Percent of Discrimination (Overcharge)	[redacted]	16.7

3974

CX202-P

1/ Special Price.

PAPER									
Buttermilk		2%	Fort. Skim		H & H	Sour Cream		Onion Dip	[redacted]
½ Gal.	Qt.	½ Gal.	½ Gal.	Qt.	Pt.	16 Oz.	8 Oz.	½ Pt.	[redacted]
.3296	.1693	.3166	.3086	.1533	.2573	.4667	.2386	.2606	[redacted]
.4060	.2170	.3350 1/	.3850	.2100	.3050	.4970	.2560	.3010	[redacted]
23.2	28.2	5.8	24.8	37.0	18.5	6.5	7.3	15.5	[redacted]

[redacted]

Week Ended 6/7/69	Homo Gal.	Homo ½ Gal.	Homo Qt.	Chocolate Qt.	Chocolate [redacted]	Buttermilk ½ Gal.	Buttermilk Qt.
A & P Price - Gary	.7632	.3816	.2058	.2503	[redacted]	.3200	.1913
Wilco Net Price	.8363	.4181	.2224	.2638	[redacted]	.4181	.2224
Percent of Discrimination	9.6	9.6	8.1	5.4	[redacted]	30.7	16.3

Total Net Billing to Wilco of its Purchases of These [redacted] Items	[redacted]	1,947.49
Billing if Wilco Had Been Charged Prices Paid by A & P For These Items	[redacted]	1,832.61
Dollar Discrimination (Overcharge)	[redacted]	114.88
Percent of Discrimination (Overcharge)	[redacted]	6.3

Week Ended 6/14/69	Homo Gal.	Homo ½ Gal.	Homo Qt.	Chocolate Qt.	Chocolate [redacted]	Buttermilk ½ Gal.	Buttermilk Qt.
A & P Prices - Gary	.7632	.3816	.2058	.2503	[redacted]	.3200	.1913
Wilco Net Price	.8363	.4181	.2224	.2638	[redacted]	.4181	.2224
Percent of Discrimination	9.6	9.6	8.1	5.4	[redacted]	30.7	16.3

Total Net Billing to Wilco of its Purchases of These [redacted] Items	[redacted]	1,444.64
Billing if Wilco Had Been Charged Prices Paid by A & P For These Items	[redacted]	1,358.07
Dollar Discrimination (Overcharge)	[redacted]	86.57
Percent of Discrimination (Overcharge)	[redacted]	6.4

1/ Special Price

Note: Percentages based on price differences divided by lowest price.
( ) indicates those products on which A & P Store does not receive lowest price.

CX 262-G

[redacted]

PAPER											
2%		Fort. Skim		Whip Cream	H & H	Sour Cream		[redacted]	Onion Dip	[redacted]
Gal.	½ Gal.	½ Gal.	Qt.	½ Pt.	Pt.	16 Oz.	8 Oz.		½ Pt.	
.7212	.3606	.3526	.1753	.2993	.2768	.5067	.2586	[redacted]	.3006	-
.7655	.3988	.3988	.2160	.3088	.2206 1/	.4953	.2546	[redacted]	.2895	-
6.1	10.6	13.1	23.2	3.2	(25.5)	(2.3)	(1.6)	[redacted]	(3.8)	-

.7212	.3606	.3526	.1753	.2993	.2768	.5067	.2586	[redacted]	.3006	[redacted]
.7655	.3988	.3988	.2160	.3088	.2206 1/	.4953	.2546	[redacted]	.2895	[redacted]
6.1	10.6	13.1	23.2	3.2	(25.5)	(2.3)	(1.6)	[redacted]	(3.8)	[redacted]

[illegible] F S[illegible] does not receive lowest price

Week Ended 6/21/69	Homo Gal.	Homo ½ Gal.	Homo Qt.	Chocolate Qt.	Chocolate [redacted]	Buttermilk ½ Gal.	Buttermilk Qt.
A & P Price - Cary	.7632	.3816	.2058	.2503	[redacted]	.3736	.1913
Wilco Net Price	.8363	.4181	.2224	.2638	[redacted]	.4181	.2224
Percent of Discrimination	9.6	9.6	8.1	5.4	[redacted]	11.9	16.3

Total Net Billing to Wilco of its Purchases of These [redacted] Items	[redacted]	1,433.11
Billing if Wilco Had Been Charged Prices Paid by A& P For These Items	[redacted]	1,308.48
Dollar Discrimination (Overcharge)	[redacted]	124.63
Percent of Discrimination (Overcharge)	[redacted]	9.5

3976

Week Ended 6/28/69	Homo Gal.	Homo ½ Gal.	Homo Qt.	Chocolate Qt.	Chocolate [redacted]	Buttermilk ½ Gal.	Buttermilk Qt.
A & P Price - Cary	.7632	.3816	.2058	.2503	[redacted]	.3736	.1913
Wilco Net Price	.8363	.4181	.2224	.2638	[redacted]	.4181	.2224
Percent of Discrimination	9.6	9.6	8.1	5.4	[redacted]	11.9	16.3

Total Net Billing to Wilco of its Purchases of These [redacted] Items	[redacted]	1,558.66
Billing if Wilco Had Been Charged Prices Paid by A & P For These Items	[redacted]	1,589.79
Dollar Discrimination (Overcharge)	[redacted]	(31.13)
Percent of Discrimination (Overcharge)	[redacted]	(2.0)

1/ Special Price.

P A P E R

2%		Fort. Skim		Whip Cream	H & H	Sour Cream		[redacted]	Onion Dip	[redacted]
Gal.	½ Gal.	½ Gal.	Qt.	½ Pt.	Pt.	16 Oz.	8 Oz.	[redacted]	½ Pt.	[redacted]
.7212	.3606	.3526	.1753	.2993	.2400	.5067	.2586	[redacted]	.3006	[redacted]
.7655	.3988	.3988	.2160	.3088	.3024	.4953	.2546	[redacted]	.2895	[redacted]
6.1	10.6	13.1	23.2	3.2	26.0	(2.3)	(1.6)	[redacted]	(3.8)	[redacted]

.7212	.3606	.3526	.1753	.2993	.2400	.5067	.2586	[redacted]	.3006	[redacted]
.7334	.2941 1/	.2941 1/	.2160	.3088	.3024	.4953	.2546	[redacted]	.2895	[redacted]
1.7	(22.6)	(19.9)	23.2	3.2	26.0	(2.3)	(1.6)	[redacted]	(3.8)	[redacted]

Week Ended 7/5/69	Homo Gal.	Homo ½ Gal.	Homo Qt.	Chocolate Qt.	Chocolate [redacted]	Buttermilk ½ Gal.	Buttermilk Qt.
A & P Price - Gary	.7632	.3816	.2053	.2503	[redacted]	.3736	.1913
Wilco Net Price	.8354	.4177	.2222	.2635	[redacted]	.4177	.2222
Percent of Discrimination	9.5	9.5	8.0	5.3	[redacted]	11.8	16.2

Total Net Billing to Wilco of its Purchases of These [redacted] Items	[redacted]	1,268.83
Billing if Wilco Had Been Charged Prices Paid by A & P For These Items	[redacted]	1,171.74
Dollar Discrimination (Overcharge)	[redacted]	97.09
Percent of Discrimination (Overcharge)	[redacted]	8.3

Week Ended 7/12/69	Homo Gal.	Homo ½ Gal.	Homo Qt.	Chocolate Qt.	Chocolate [redacted]	Buttermilk ½ Gal.	Buttermilk Qt.
A & P Price - Gary	.7732	.3866	.2083	.2528	[redacted]	.3786	.1938
Wilco Net Price	.8354	.4177	.2222	.2635	[redacted]	.2938 1/	.2222
Percent of Discrimination	8.0	8.0	6.7	4.2	[redacted]	(28.9)	14.7

Total Net Billing to Wilco of its Purchases of These [redacted] Items	[redacted]	1,725.30
Billing if Wilco Had Been Charged Prices Paid by A & P For These Items	[redacted]	1,685.80
Dollar Discrimination (Overcharge)	[redacted]	39.50
Percent of Discrimination (Overcharge)	[redacted]	2.3

1/ Special Price.

CX 202-S

P A P E R												
	2%		Fort. Skim			Whip Cream	H & H	Sour Cream		[redacted]	Onion Dip	[redacted]
Gal.	½ Gal.	½ Gal.	½ Gal.	½ Gal.	Qt.	½ Pt.	Pt.	16 Oz.	8 Oz.		½ Pt.	
.7212	-	.3606	.3526	-	.1753	.2993	.2768	.5067	.2586	[redacted]	[redacted]	-
.7326	-	.3984	.3984	-	.2157	.3084	.3020	.4948	.2543	[redacted]	[redacted]	-
1.6	-	10.5	13.0	-	23.0	3.0	9.1	(2.4)	(1.7)	[redacted]	[redacted]	-
.7312	.3656	.3656	.3576	.3576	.1778	.3018	.2793	.5117	.2611	[redacted]	.2200	[redacted]
.7326	.2938 1/	.3984	.3984	.2938 1/	.2157	.3084	.3020	.4948	.2543	[redacted]	.2892	[redacted]
.2	(24.4)	9.0	11.4	(21.7)	21.3	2.2	8.1	(3.4)	(2.7)	[redacted]	31.5	[redacted]

3977

	Homo			Chocolate		Buttermilk	
Week Ended 7/19/69	Gal.	½ Gal.	Qt.	Qt.	[redacted]	½ Gal.	Qt.
A & P Price - Gary	.7732	.3866	.2083	.2528	[redacted]	.3786	.1938
Wilco Net Price	.8354	.4177	.2222	.2635	[redacted]	.4177	.2222
Percent of Discrimination	8.0	8.0	6.7	4.2	[redacted]	10.3	14.7

Total Net Billing to Wilco of its Purchases of These [redacted] Items	[redacted]	1,409.57
Billing if Wilco Had Been Charged Prices Paid by A & P For These Items	[redacted]	1,442.45
Dollar Discrimination (Overcharge)	[redacted]	(32.88)
Percent of Discrimination (Overcharge)	[redacted]	(2.3)

Week Ended 7/26/69							
A & P Price - Gary	.7732	.3866	.2083	.2528	[redacted]	.3786	.1938
Wilco Net Price	.8354	.4177	.2222	.2635	[redacted]	.4177	.2222
Percent of Discrimination	8.0	8.0	6.7	4.2	[redacted]	10.3	14.7

Total Net Billing to Wilco of its Purchases of These [redacted] Items	[redacted]	1,327.41
Billing if Wilco Had Been Charged Prices Paid by A & P For These Items	[redacted]	1,235.07
Dollar Discrimination (Overcharge)	[redacted]	92.34
Percent of Discrimination (Overcharge)	[redacted]	7.5

1/ Special Price.

3978

CX 2021

PAPER										
2%		Fort. Skim		Whip Cream	H & H	Sour Cream		[redacted]	Onion Dip	[redacted]
Gal.	½ Gal.	½ Gal.	Qt.	½ Pt.	Pt.	16 Oz.	8 Oz.		½ Pt.	
.7312	.3656	.3576	.1778	.3018	.2793	.5117	.2611	[redacted]	.3031	[redacted]
.7326	.2938 1/	.2938 1/	.2157	.3084	.3020	.4948	.2543	[redacted]	.2892	[redacted]
.2	(24.4)	(21.7)	21.3	2.2	8.1	(3.4)	(2.7)	[redacted]	(4.8)	[redacted]
.7312	.3656	.3576	.1778	.3018	.2793	.5117	.2611	[redacted]	.3031	[redacted]
.7647	.3984	.3984	.2157	.3084	.3020	.4948	.2543	[redacted]	.2892	[redacted]
4.6	9.0	11.4	21.3	2.2	8.1	(3.4)	(2.7)	[redacted]	(4.8)	[redacted]

Week Ended 8/2/69	Homo Gal.	Homo ½ Gal.	Homo Qt.	Chocolate Qt.	Chocolate [redacted]	Buttermilk ½ Gal.	Buttermilk Qt.
A & P Price - Gary	.7732	.3866	.2083	.2528	[redacted]	.3786	.1938
Wilco Net Price	.8381	.4191	.2229	.2643	[redacted]	.4191	.2229
Percent of Discrimination	8.4	8.4	7.0	4.5	[redacted]	10.7	15.0

Total Net Billing to Wilco of its Purchases of These [redacted] Items	[redacted]	1,406.66
Billing if Wilco Had Been Charged Prices Paid by A & P For These Items	[redacted]	1,306.39
Dollar Discrimination (Overcharge)	[redacted]	100.27
Percent of Discrimination (Overcharge)	[redacted]	7.7

Week Ended 8/9/69	Homo Gal.	Homo ½ Gal.	Homo Qt.	Chocolate Qt.	Chocolate [redacted]	Buttermilk ½ Gal.	Buttermilk Qt.
A & P Price - Gary	.7732	.3866	.2083	.2528	[redacted]	.3786	.1938
Wilco Net Price	.8381	.4191	.2229	.2643	[redacted]	.4191	.2229
Percent of Discrimination	8.4	8.4	7.0	4.5	[redacted]	10.7	15.0

Total Net Billing to Wilco of its Purchases of These [redacted] Items	[redacted]	1,505.04
Billing if Wilco Had Been Charged Prices Paid by A & P For These Items	[redacted]	1,402.94
Dollar Discrimination (Overcharge)	[redacted]	102.10
Percent of Discrimination (Overcharge)	[redacted]	7.3

CX 702-U

PAPER										
2%		Fort. Skim		Whip Cream	H & H	Sour Cream		[redacted]	Onion Dip	[redacted]
Gal.	½ Gal.	½ Gal.	Qt.	½ Pt.	Pt.	16 Oz.	8 Oz.	[redacted]	½ Pt.	[redacted]
.7312	.3656	.3576	.1778	.2450	.2793	.5117	.2611	[redacted]	.3031	[redacted]
.7350	.3997	.3997	.2164	.3095	.3030	.4964	.2551	[redacted]	.2901	[redacted]
.5	9.3	11.8	21.7	26.3	8.5	(3.1)	(2.4)	[redacted]	(4.5)	[redacted]

.7312	.3656	.3576	.1778	.3018	.2793	.5117	.2611	[redacted]	.3031	[redacted]
.7350	.3997	.3997	.2164	.3095	.3030	.4964	.2551	[redacted]	.2901	[redacted]
.5	9.3	11.8	21.7	2.6	8.5	(3.1)	(2.4)	[redacted]	(4.5)	[redacted]

	Homo			Chocolate		Buttermilk	
Week Ended 8/16/69	Gal.	½ Gal.	Qt.	Qt.	[redacted]	½ Gal.	Qt.
A & P Price - Gary	.7732	.3866	.2083	.2528	[redacted]	.3786	.1938
Wilco Net Price	.8381	.4191	.2229	.2643	[redacted]	.4191	.2229
Percent of Discrimination	8.4	8.4	7.0	4.5	[redacted]	10.7	15.0

Total Net Billing to Wilco of its Purchases of These [redacted] Items	[redacted]	2,653.05
Billing if Wilco Had Been Charged Prices Paid by A & P For These Items	[redacted]	2,426.81
Dollar Discrimination (Overcharge)	[redacted]	226.24
Percent of Discrimination (Overcharge)	[redacted]	9.3

Week End. 8/23/69							
A & P Price - Gary	.7732	.3866	.2083	.2528	[redacted]	.3786	.1938
Wilco Net Price	.8381	.4191	.2229	.2643	[redacted]	.4191	.2229
Percent of Discrimination	8.4	8.4	7.0	4.5	[redacted]	10.7	15.0

Total Net Billing to Wilco of its Purchases of These [redacted] Items	[redacted]	1,534.57
Billing if Wilco Had Been Charged Prices Paid by A & P For These Items	[redacted]	1,420.24
Dollar Discrimination (Overcharge)	[redacted]	114.33
Percent of Discrimination (Overcharge)	[redacted]	8.1

3980

CX 202

PAPER

2%		Fort. Skim		Whip Cream	H & H	Sour Cream		[redacted]	Onion Dip	[redacted]
Gal.	½ Gal.	½ Gal.	Qt.	½ Pt.	Pt.	16 Oz.	8 Oz.		½ Pt.	
.7312	.3656	.3576	.1778	.3018	.2793	.4300	.2611	[redacted]	.3031	[redacted]
.7350	.3997	.3997	.2164	.3095	.3030	.4964	.2551	[redacted]	.2901	[redacted]
.5	9.3	11.8	21.7	2.6	8.5	15.4	(2.4)	[redacted]	(4.5)	[redacted]

.7312	.3656	.3576	.1778	.3018	.2793	.4300	.2611	[redacted]	.3031	[redacted]
.7350	.3997	.3997	.2164	.3095	.3030	.4964	.2551	[redacted]	.2901	[redacted]
.5	9.3	11.8	21.7	2.6	8.5	15.4	(2.4)	[redacted]	(4.5)	[redacted]

Week Ended 8/30/69	Homo			Chocolate		Buttermilk	
	Gal.	½ Gal.	Qt.	Qt.	[redacted]	½ Gal.	Qt.
A & P Price - Gary	.7732	.3866	.2083	.2528	[redacted]	.3786	.1938
Wilco Net Price	.8381	.4191	.2229	.2643	[redacted]	.4191	.2229
Percent of Discrimination	8.4	8.4	7.0	4.5	[redacted]	10.7	15.0

Total Net Billing to Wilco of its Purchases of These [redacted] Items	[redacted]	1,577.90
Billing if Wilco Had Been Charged Prices Paid by A & P For These Items	[redacted]	1,466.54
Dollar Discrimination (Overcharge)	[redacted]	111.36
Percent of Discrimination (Overcharge)	[redacted]	7.6

CX 202-W

PAPER										
2%		Fort. Skim		Whip Cream	H & H	Sour Cream		[redacted]	Onion Dip	[redacted]
Gal.	½ Gal.	½ Gal.	Qt.	½ Pt.	Pt.	16 Oz.	8 Oz.	[redacted]	½ Pt.	[redacted]
.7312	.3656	.3576	.1778	.3018	.2793	.5117	.2611	[redacted]	.3031	[redacted]
.7350	.3997	.3997	.2164	.3095	.3030	.4964	.2551	[redacted]	.2901	[redacted]
.5	9.3	11.8	21.7	2.6	8.5	(3.1)	(2.4)	[redacted]	(4.5)	[redacted]

Week Ended 9/6/69	Homo Gal.	Homo ½ Gal.	Homo Qt.	Chocolate Qt.	Chocolate [redacted]	Buttermilk ½ Gal.	Buttermilk Qt.
A & P Price - Gary	.7732	.3866	.2083	.2528	[redacted]	.3786	.1938
Wilco Net Price	.8363	.4181	.2224	.2638	[redacted]	.4181	.2224
Percent of Discrimination	8.2	8.1	6.8	4.4	[redacted]	10.4	14.8

Total Net Billing to Wilco of its Purchases of These [redacted] Items	[redacted]	1,568.93
Billing if Wilco Had Been Charged Prices Paid by A & P For These Items	[redacted]	1,463.13
Dollar Discrimination (Overcharge)	[redacted]	105.80
Percent of Discrimination (Overcharge)	[redacted]	7.2

Week Ended 9/13/69	Homo Gal.	Homo ½ Gal.	Homo Qt.	Chocolate Qt.	Chocolate [redacted]	Buttermilk ½ Gal.	Buttermilk Qt.
A & P Price - Gary	.7732	.3866	.2083	.2528	[redacted]	.3786	.1938
Wilco Net Price	.8363	.4181	.2224	.2638	[redacted]	.4181	.2224
Percent of Discrimination	8.2	8.1	6.8	4.4	[redacted]	10.4	14.8

Total Net Billing to Wilco of its Purchases of These [redacted] Items	[redacted]	1,484.51
Billing if Wilco Had Been Charged Prices Paid by A & P For These Items	[redacted]	1,384.38
Dollar Discrimination (Overcharge)	[redacted]	100.13
Percent of Discrimination (Overcharge)	[redacted]	7.2

[redacted]

3982

X-202X

P A P E R										
2%		Fort. Skim		Whip Cream	H & H	Sour Cream		[redacted]	Onion Dip	[redacted]
Gal.	½ Gal.	½ Gal.	Qt.	½ Pt.	Pt.	16 Oz.	8 Oz.	[redacted]	½ Pt.	[redacted]
.7312	.3656	.3576	.1778	.3018	.2793	.5117	.2611	[redacted]	.3031	[redacted]
.7334	.3988	.3988	.2160	.3088	.3024	.4953	.2546	[redacted]	.2895	[redacted]
3	9.1	11.5	21.5	2.3	8.3	(3.3)	(2.6)	[redacted]	(4.7)	[redacted]

.7312	.3656	.3576	.1778	.3018	.2793	.5117	.2611	[redacted]	.3031	[redacted]
.7334	.3988	.3988	.2160	.3088	.3024	.4953	.2546	[redacted]	.2595	[redacted]
.3	9.1	11.5	21.5	2.3	8.3	(3.3)	(2.6)	[redacted]	(4.7)	[redacted]

Week Ended 9/20/69	Homo Gal.	Homo ½ Gal.	Homo Qt.	Chocolate Qt.	Chocolate [redacted]	Buttermilk ½ Gal.	Buttermilk Qt.
A & P Price - Gary	.7732	.3866	.2083	.2528	[redacted]	.3786	.1938
Wilco Net Price	.8363	.4181	.2224	.2638	[redacted]	.4181	.2224
Percent of Discrimination	8.2	8.1	6.8	4.4	[redacted]	10.4	14.8

Total Net Billing to Wilco of its Purchases of These [redacted] Items	[redacted]	1,761.30
Billing if Wilco Had Been Charged Prices Paid by A & P For These Items	[redacted]	1,646.82
Dollar Discrimination (Overcharge)	[redacted]	114.48
Percent of Discrimination (Overcharge)	[redacted]	7.0

Week Ended 9/27/69	Homo Gal.	Homo ½ Gal.	Homo Qt.	Chocolate Qt.	Chocolate [redacted]	Buttermilk ½ Gal.	Buttermilk Qt.
A & P Price - Gary	.7732	.3866	.2083	.2528	[redacted]	.3786	.1938
Wilco Net Price	.8363	.4181	.2224	.2638	[redacted]	.4181	.2224
Percent of Discrimination	8.2	8.1	6.8	4.4	[redacted]	10.4	14.8

Total Net Billing to Wilco of its Purchases of These [redacted] Items	[redacted]	1,649.75
Billing if Wilco Had Been Charged Prices Paid by A & P For These Items	[redacted]	1,540.92
Dollar Discrimination (Overcharge)	[redacted]	108.83
Percent of Discrimination (Overcharge)	[redacted]	7.1

[redacted]

CX 202-1

PAPER										
2%		Fort. Skim		Whip Cream	H & H	Sour Cream			Onion Dip	
Gal.	½ Gal.	½ Gal.	Qt.	½ Pt.	Pt.	16 Oz.	8 Oz.	[redacted]	½ Pt.	[redacted]
.7312	.3656	.3576	.1778	.3018	.2793	.5117	.2611	[redacted]	.3031	[redacted]
.7334	.3988	.3988	.2160	.3088	.3024	.4953	.2546	[redacted]	.2895	[redacted]
.3	9.1	11.5	21.5	2.3	8.3	(3.3)	(2.6)	[redacted]	(4.7)	[redacted]

.7312	.3656	.3576	.1778	.3018	.2793	.5117	.2611	[redacted]	.3031	-
.7334	.3988	.3988	.2160	.3088	.3024	.4953	.2546	[redacted]	.2895	-
.3	9.1	11.5	21.5	2.3	8.3	(3.3)	(2.6)	[redacted]	(4.7)	-

Week Ended 10/4/69	Homo			Chocolate		Buttermilk	
	Gal.	½ Gal.	Qt.	Qt.	[redacted]	½ Gal.	Qt.
A & P Price - Gary	.7732	.3866	.2083	.2528	[redacted]	.3786	.1938
Wilco Net Price	.8372	.4186	.2226	.2640	[redacted]	.4186	.2226
Percent of Discrimination	8.3	8.3	6.9	4.4	[redacted]	10.6	14.9

Total Net Billing to Wilco of its Purchases of These [redacted] Items	[redacted]	1,568.04
Billing if Wilco Had Been Charged Prices Paid by A & P For These Items	[redacted]	1,460.82
Dollar Discrimination (Overcharge)	[redacted]	107.22
Percent of Discrimination (Overcharge)	[redacted]	7.3

Week Ended 10/11/69							
A & P Price - Gary	.7732	.3866	.2083	.2528	[redacted]	.3786	.1938
Wilco Net Price	.8372	.4186	.2226	.2640	[redacted]	.4186	.2226
Percent of Discrimination	8.3	8.3	6.9	4.4	[redacted]	10.6	14.9

Total Net Billing to Wilco of its Purchases of These [redacted] Items	[redacted]	1,595.67
Billing if Wilco Had Been Charged Prices Paid by A & P For These Items	[redacted]	1,472.78
Dollar Discrimination (Overcharge)	[redacted]	122.89
Percent of Discrimination (Overcharge)	[redacted]	8.3

P A P E R

2%		Fort. Skim		Whip Cream	H & H	Sour Cream		[redacted]	Onion Dip	[redacted]
Gal.	½ Gal.	½ Gal.	Qt.	½ Pt.	Pt.	16 Oz.	8 Oz.		½ Pt.	
.7312	.3656	.3576	.1778	.3018	.2793	.5117	.2611	[redacted]	.3031	[redacted]
.7342	.3993	.3993	.2162	.3091	.3027	.4959	.2548	[redacted]	.2898	[redacted]
.4	9.2	11.7	21.6	2.4	8.4	(3.2)	(2.5)	[redacted]	(4.6)	[redacted]

.7312	.3656	.3576	.1778	.3018	.2400	.5117	.2611	[redacted]	[redacted]	[redacted]
.7342	.3993	.3993	.2162	.3091	.3027	.4959	.2548	[redacted]	[redacted]	[redacted]
.4	9.2	11.7	21.6	2.4	26.1	(3.2)	(2.5)	[redacted]	[redacted]	[redacted]

	Homo			Chocolate		Buttermilk	
Week Ended 10/18/69	Gal.	½-Gal.	Qt.	Qt.	[redacted]	½ Gal.	Qt.
A & P Price - Gary	.7732	.3866	.2083	.2528	[redacted]	.3786	.1938
Wilco Net Price	.8372	.4186	.2226	.2640	[redacted]	.4186	.2226
Percent of Discrimination	8.3	8.3	6.9	4.4	[redacted]	10.6	14.9

Total Net Billing to Wilco of its Purchases of These [redacted] Items	[redacted]	2,006.45
Billing if Wilco Had Been Charged Prices Paid by A & P For These Items	[redacted]	1,866.95
Dollar Discrimination (Overcharge)	[redacted]	139.50
Percent of Discrimination (Overcharge)	[redacted]	7.5

Week Ended 10/25/69							
A & P Price - Gary	.7732	.3866	.2083	.2528	[redacted]	.3786	.1938
Wilco Net Price	.8372	.4186	.2226	.2640	[redacted]	.4186	.2226
Percent of Discrimination	8.3	8.3	6.9	4.4	[redacted]	10.6	14.9

Total Net Billing to Wilco of its Purchases of These [redacted] Items	[redacted]	1,832.48
Billing if Wilco Had Been Charged Prices Paid by A & P For These Items	[redacted]	1,713.55
Dollar Discrimination (Overcharge)	[redacted]	118.93
Percent of Discrimination (Overcharge)	[redacted]	6.9

[redacted]

CX 207 Z(1)

PAPER										
2%		Fort. Skim		Whip Cream	H & H	Sour Cream		[redacted]	Onion Dip	[redacted]
Gal.	½ Gal.	½ Cal.	Qt.	½ Pt.	Pt.	16 Oz.	8 Oz.		½ Pt.	
.7312	.3656	.3576	.1778	.3018	.2400	.5117	.2611	[redacted]	.3031	[redacted]
.7342	.3993	.3993	.2162	.3091	.3027	.4959	.2548	[redacted]	.2696	[redacted]
.4	9.2	11.7	21.6	2.4	26.1	(3.2)	(2.5)	[redacted]	(4.6)	[redacted]

.7312	.3656	.3576	.1778	.3018	.2793	.5117	.2611	[redacted]	.3031	[redacted]
.7342	.3993	.3993	.2162	.3091	.3027	.4959	.2548	[redacted]	.2598	[redacted]
.4	9.2	11.7	21.6	2.4	8.4	(3.2)	(2.5)	[redacted]	(4.6)	[redacted]

	Homo			Choc.		Buttermilk		2
Week Ended 11/1/69	Gal.	½ Gal.	Qt.	Qt.	[redacted].	½ Gal.	Qt.	Gal.
A & P Price - Gary	.7732	.3866	.2083	.2528	[redacted]	.3786	.1938	.7312
Wilco Net Price	.8331	.4191	.2229	.2643	[redacted]	.4191	.2229	.7350
Percent of Discrimination	8.4	8.4	7.0	4.5	[redacted]	10.7	15.0	.5

Total Net Billing to Wilco of its Purchases of These [redacted] Items	[redacted]	1,651.53
Billing If Wilco Had Been Charged Prices Paid by A & P For These Items	[redacted]	1,539.77
Dollar Discrimination (Overcharge)	[redacted]	111.76
Percent of Discrimination (Overcharge)	[redacted]	7.3

3986

[redacted]

	PAPER								
	Fort. Skim		Whip Cream	H & H	Sour Cream		[redacted]	Onion Dip	[redacted]
al.	½ Gal.	Qt.	½ Pt.	Pt.	16 Oz.	8 Oz.		½ Pt.	
3656	.3576	.1778	.3018	.2793	.5117	.2611	[redacted]	.3031	[redacted]
3997	.3997	.2164	.3095	.3030	.4964	.2551	[redacted]	.2901	[redacted]
3	11.8	21.7	2.6	8.5	(3.1)	(2.4)	[redacted]	(4.5)	[redacted]

Week Ended 11/8/69	Homo Gal.	Homo ½ Cal.	Homo Qt.	Chocolate Qt.	Chocolate [redacted]	Buttermilk ½ Gal.	Buttermilk Qt.
A & P Price - Gary	.7732	.3866	.2083	.2528	[redacted]	.3786	.1938
Wilco Net Price	.8381	.4191	.2229	.2643	[redacted]	.4191	.2229
Percent of Discrimination	8.4	8.4	7.0	4.5	[redacted]	10.7	15.0

Total Net Billing to Wilco of its Purchases of These [redacted] Items	[redacted]	1,949.34
Billing if Wilco Had Been Charged Prices Paid by A & P For These Items	[redacted]	1,851.26
Dollar Discrimination (Overcharge)	[redacted]	98.08
Percent of Discrimination (Overcharge)	[redacted]	5.3

Week Ended 11/15/69							
A & P Price - Gary	.7732	.3866	.2083	.2528	[redacted]	.3786	.1938
Wilco Net Price	.8381	.4191	.2229	.2643	[redacted]	.4191	.2229
Percent of Discrimination	8.4	8.4	7.0	4.5	[redacted]	10.7	15.0

Total Net Billing to Wilco of its Purchases of These [redacted] Items	[redacted]	1,615.43
Billing if Wilco Had Been Charged Prices Paid by A & P For These Items	[redacted]	1,501.13
Dollar Discrimination (Overcharge)	[redacted]	114.30
Percent of Discrimination (Overcharge)	[redacted]	7.6

[redacted]

CX 702-Z(i)

P A P E R												
	27		Fort. Skim		Whip Cream	F & H	Sour Cream		[redacted]	Onion Dip	[redacted]	Egg Nog
Gal.	½ Gal.	½ Gal.	½ Gal.	Qt.	½ Pt.	Pt.	16 Oz.	8 Oz.		½ Pt.		Qt.
.7312	.3656	.3656	.3576	.1778	.3018	.2793	.5117	.2611	[redacted]	.3031	[redacted]	-
.7350	.3537	.3997	.3997	.2164	.3095	.3030	.4964	.2551	[redacted]	.2901	[redacted]	-
.5	(3.4)	9.3	11.8	21.7	2.6	8.5	(3.1)	(2.4)	[redacted]	(4.5)	[redacted]	-

3987

.7312	-	.3656	.3576	.1778	.3018	.2793	.5117	.2611	[redacted]	.3031	[redacted]	.4366
.7350	-	.3997	.3997	.2164	.3095	.3030	.4964	.2551	[redacted]	.2901	[redacted]	.4319
.5	-	9.3	11.8	21.7	2.6	8.5	(3.1)	(2.4)	[redacted]	(4.5)	[redacted]	(1.1)

CX 202-Z(j)

Week Ended [illegible]2/69	Homo			Chocolate		Buttermilk		
	Gal.	½ Gal.	Qt.	Qt.	[redacted]	½ Gal.	Qt.	Gal.
A & P Price - Gary	.7732	.3866	.2083	.2528	[redacted]	.3786	.1938	.7312
Wilco Net Price	.8381	.4191	.2229	.2643	[redacted]	.4191	.2229	.7350
Percent of Discrimination	8.4	8.4	7.0	4.5	[redacted]	10.7	15.0	.5

Total Net Billing to Wilco of its Purchases of These [redacted] Items	[redacted]	1,744.03
Billing if Wilco Had Been Charged Prices Paid by A & P For These Items	[redacted]	1,629.10
Dollar Discrimination (Overcharge)	[redacted]	114.93
Percent of Discrimination (Overcharge)	[redacted]	7.1

Week Ended 11/29/69	Homo			Chocolate		Buttermilk		
	Gal.	½ Gal.	Qt.	Qt.	[redacted]	½ Gal.	Qt.	Gal.
A & P Price - Gary	.7732	.3866	.2083	.2528	[redacted]	.3786	.1938	.7312
Wilco Net Price	.8381	.4191	.2229	.2643	[redacted]	.4191	.2229	.7350
Percent of Discrimination	8.4	8.4	7.0	4.5	[redacted]	10.7	15.0	.5

Total Net Billing to Wilco of its Purchases of These [redacted] Items	[redacted]	1,901.18
Billing if Wilco Had Been Charged Prices Paid by A & P For These Items	[redacted]	1,795.63
Dollar Discrimination (Overcharge)	[redacted]	105.55
Percent of Discrimination (Overcharge)	[redacted]	5.9

1/ Special Price.

PAPER

27	Fort. Skim		Egg Nog	Whip Cream	H & H	Sour Cream		[redacted]	Onion Dip	[redacted]
½ Gal.	½ Gal.	Qt.	Qt.	½ Pt.	Pt.	16 Oz.	8 Oz.		½ Pt.	
.3656	.3576	.1778	.4366	.3018	.2793	.5117	.2611	[redacted]	.3031	[redacted]
.3997	.3997	.2164	.4319	.3095	.3030	.4964	.2551	[redacted]	.2901	[redacted]
9.3	11.8	21.7	(1.1)	2.6	8.5	(3.1)	(2.4)	[redacted]	(4.5)	[redacted]

.3656	.3576	.1778	.4366	.2450	.2793	.5117	.2611	[redacted]	.3031	[redacted]
.3997	.3997	.2164	.4319	.2303 1/	.3030	.4964	.2551	[redacted]	.2901	[redacted]
9.3	11.8	21.7	(1.1)	(6.4)	8.5	(3.1)	(2.4)	[redacted]	(4.5)	[redacted]

Week Ended 12/6/69	Homo Gal.	Homo ½ Gal.	Homo Qt.	Chocolate Qt.	Chocolate [redacted]	Buttermilk ½ Gal.	Buttermilk Qt.
A & P Price - Gary	.8000	.4000	.2150	.2595	[redacted]	.3920	.2005
Wilco Net Price	.8740	.4370	.2318	.2732	[redacted]	.4370	.2318
Percent of Discrimination	9.3	9.3	7.8	5.3	[redacted]	11.5	15.6

Total Net Billing to Wilco of its Purchases of These [redacted] Items	[redacted]	1,596.90
Billing if Wilco Had Been Charged Prices Paid by A & P For These Items	[redacted]	1,470.09
Dollar Discrimination (Overcharge)	[redacted]	126.81
Percent of Discrimination (Overcharge)	[redacted]	8.6

Week Ended 12/13/69	Homo Gal.	Homo ½ Gal.	Homo Qt.	Chocolate Qt.	Chocolate [redacted]	Buttermilk ½ Gal.	Buttermilk Qt.
A & P Price - Gary	.8000	.4000	.2150	.2595	[redacted]	.3920	.2005
Wilco Net Price	.8740	.4370	.2318	.2732	[redacted]	.4370	.2318
Percent of Discrimination	9.3	9.3	7.8	5.3	[redacted]	11.5	15.6

Total Net Billing to Wilco of its Purchases of These [redacted] Items	[redacted]	1,683.17
Billing if Wilco Had Been Charged Prices Paid by A & P For These Items	[redacted]	1,551.97
Dollar Discrimination (Overcharge)	[redacted]	131.20
Percent of Discrimination (Overcharge)	[redacted]	8.5

[redacted]

CX 202-Z(3)

PAPER											
2%		Fort. Skim		Egg Nog	Whip Cream	H & H	Sour Cream		[redacted]	Onion Dip	[redacted]
Gal.	½ Gal.	½ Gal.	Qt.	Qt.	½ Pt.	Pt.	16 Oz.	8 Oz.		½ Pt.	
.7580	.3790	.3710	.1845	.4366	.2450	.2860	.5251	.2678	[redacted]	.3098	[redacted]
.8032	.4177	.4177	.2254	.4315	.3183	.3211	.5143	.2640	[redacted]	.2990	[redacted]
6.0	10.2	12.6	22.2	(1.2)	29.9	12.3	(2.1)	(1.4)	[redacted]	(3.6)	[redacted]

.7580	.3790	.3710	.1845	.4366	.3085	.2860	.5251	.2678	[redacted]	.2200	[redacted]
.8032	.4177	.4177	.2254	.4315	.3183	.3211	.5143	.2640	[redacted]	.2990	[redacted]
6.0	10.2	12.6	22.2	(1.2)	3.2	12.3	(2.1)	(1.4)	[redacted]	35.9	[redacted]

Week Ended 12/20/69	Homo			Chocolate		Buttermilk	
	Gal.	½ Gal.	Qt.	Qt.	[redacted]	½ Gal.	Qt.
A & P Price - Gary	.8000	.4000	.2150	.2595	[redacted]	.3920	.2005
Wilco Net Price	.8740	.4370	.2318	.2732	[redacted]	.4370	.2318
Percent of Discrimination	9.3	9.3	7.8	5.3	[redacted]	11.5	15.6

Total Net Billing to Wilco of its Purchases of These [redacted] Items	[redacted]	1,633.42
Billing if Wilco Had Been Charged Prices Paid by A & P For These Items	[redacted]	1,511.00
Dollar Discrimination (Overcharge)	[redacted]	122.42
Percent of Discrimination (Overcharge)	[redacted]	8.1

Week Ended 12/27/69							
A & P Price - Gary	.8000	.4000	.2150	.2595	[redacted]	.3920	.2005
Wilco Net Price	.8740	.4370	.2318	.2732	[redacted]	.4370	.2318
Percent of Discrimination	9.3	9.3	7.8	5.3	[redacted]	11.5	15.6

Total Net Billing to Wilco of its Purchases of These [redacted] Items	[redacted]	2,216.32
Billing if Wilco Had Been Charged Prices Paid by A & P For These Items	[redacted]	2,078.91
Dollar Discrimination (Overcharge)	[redacted]	137.41
Percent of Discrimination (Overcharge)	[redacted]	6.6

1/ Special Price.

(CX 102-Z(3)

P A P E R											
2%		Fort. Skim		Egg Nog	Whip Cream	H & H	Sour Cream		[redacted]	Onion Dip	[redacted]
Gal.	½ Gal.	½ Gal.	Qt.	Qt.	½ Pt.	Pt.	16 Oz.	8 Oz.		½ Pt.	
.7580	.3790	.3710	.1845	.4366	.3085	.2860	.5251	.2678	[redacted]	.2200	[redacted]
.8032	.4177	.4177	.2254	.4315	.3183	.3211	.5143	.2640	[redacted]	.2990	[redacted]
6.0	10.2	12.6	22.2	(1.2)	3.2	12.3	(2.1)	(1.4)	[redacted]	35.9	[redacted]

.7580	.3790	.3710	.1845	.3800	.3085	.2860	.5251	.2678	[redacted]	.3098	[redacted]
.8032	.4177	.4177	.2254	.3855 1/	.3183	.2852 1/	.5143	.2640	[redacted]	.2990	[redacted]
6.0	10.2	12.6	22.2	1.4	3.2	(.3)	(2.1)	(1.4)	[redacted]	(3.6)	[redacted]

Week Ended 1/3/70	Homo Gal.	Homo ½ Gal.	Homo Qt.	Chocolate Qt.	Chocolate [redacted]	Buttermilk ½ Gal.	Buttermilk Qt.
A & P Price - Cary	.8000	.4000	.2150	.2595	[redacted]	.3920	.2005
Wilco Net Price	.8759	.4380	.2323	.2738	[redacted]	.4380	.2323
Percent of Discrimination	9.5	9.5	8.0	5.5	[redacted]	11.7	15.9

Total Net Billing to Wilco of its Purchases of These [redacted] Items	[redacted]	1,941.69
Billing if Wilco Had Been Charged Prices Paid by A & P For These Items	[redacted]	1,793.83
Dollar Discrimination (Overcharge)	[redacted]	147.86
Percent of Discrimination (Overcharge)	[redacted]	8.2

Week Ended 1/10/70	Homo Gal.	Homo ½ Gal.	Homo Qt.	Chocolate Qt.	Chocolate [redacted]	Buttermilk ½ Gal.	Buttermilk Qt.
A & P Price - Cary	.8000	.4000	.2150	.2595	[redacted]	.3920	.2005
Wilco Net Price	.8759	.4380	.2323	.2738	[redacted]	.4380	.2323
Percent of Discrimination	9.5	9.5	8.0	5.5	[redacted]	11.7	15.9

Total Net Billing to Wilco of its Purchases of These [redacted] Items	[redacted]	1,742.81
Billing if Wilco Had Been Charged Prices Paid by A & P For These Items	[redacted]	1,597.13
Dollar Discrimination (Overcharge)	[redacted]	145.68
Percent of Discrimination (Overcharge)	[redacted]	9.1

1/ Special Price.

CX 202-Z(1)

PAPER												
2%		Fort. Skim		Egg Nog	Whip Cream	H & H	Sour Cream		[redacted]	Onion Dip	[redacted]	[redacted]
Gal.	½ Gal.	½ Gal.	Qt.	Qt.	½ Pt.	Pt.	16 Oz.	8 Oz.		½ Pt.		
.7580	.3790	.3710	.1845	.3800	.3085	.2860	.5251	.2678	[redacted]	.3098	[redacted]	-
.8049	.4186	.4186	.2259	.3863 1/	.3190	.3218	.5154	.2646	[redacted]	.2997	[redacted]	-
6.2	10.4	12.8	22.4	1.7	3.4	12.5	(1.9)	(1.2)	[redacted]	(3.4)	[redacted]	-

3991

.7580	.3790	.3710	.1845	-	.3085	.2860	.5251	.2678	[redacted]	.3098	[redacted]	[redacted]
.8049	.4186	.4186	.2259	-	.3190	.3218	.5154	.2646	[redacted]	.2997	[redacted]	[redacted]
6.2	10.4	12.8	22.4	-	3.4	12.5	(1.9)	(1.2)	[redacted]	(3.4)	[redacted]	[redacted]

	Homo			Chocolate		Buttermilk		2
Week Ended 1/17/70	Gal.	½ Gal.	Qt.	Qt.	[redacted]	½ Gal.	Qt.	Gal.
A & P Price - Cary	.8000	.4000	.2150	.2595	[redacted]	.3920	.2005	.7580
Wilco Net Price	.6759	.4380	.2323	.2738	[redacted]	.4380	.2323	.8049
Percent of Discrimination	9.5	9.5	8.0	5.5	[redacted]	11.7	15.9	6.2

Total Net Billing to Wilco of its Purchases of These [redacted] Items	[redacted]	1,595.32
Billing if Wilco Had Been Charged Prices Paid by A & P For These Items	[redacted]	1,462.98
Dollar Discrimination (Overcharge)	[redacted]	132.34
Percent of Discrimination (Overcharge)	[redacted]	9.0

Week Ended 1/24/70								
A & P Price - Cary	.8000	.4000	.2150	.2595	[redacted]	.3920	.2005	.7580
Wilco Net Price	.8759	.4380	.2323	.2738	[redacted]	.4380	.2323	.8049
Percent of Discrimination	9.5	9.5	8.0	5.5	[redacted]	11.7	15.9	6.2

Total Net Billing to Wilco of its Purchases of These [redacted] Items	[redacted]	1,748.52
Billing if Wilco Had Been Charged Prices Paid by A & P For These Items	[redacted]	1,597.33
Dollar Discrimination (Overcharge)	[redacted]	151.19
Percent of Discrimination (Overcharge)	[redacted]	9.5

[redacted]

CX 202-Z (2)

P A P E R

	Fort. Skim		Whip Cream	H & H	Sour Cream		[redacted]	Onion Dip	[redacted]
½ Gal.	½ Gal.	Qt.	½ Pt.	Pt.	16 Oz.	8 Oz.		½ Pt.	
.3790	.3710	.1845	.3085	.2860	.5251	.2678	[redacted]	.3098	[redacted]
.4186	.4186	.2259	.3190	.3218	.5154	.2646	[redacted]	.2997	[redacted]
10.4	12.8	22.4	3.4	12.5	(1.9)	(1.2)	[redacted]	(3.4)	[redacted]

.3790	.3710	.1845	.3085	.2450	.5251	.2678	[redacted]	.3098	[redacted]
.4186	.4186	.2259	.3190	.3218	.5154	.2646	[redacted]	.2997	[redacted]
10.4	12.8	22.4	3.4	31.3	(1.9)	(1.2)	[redacted]	(3.4)	[redacted]

	Homo			Chocolate		Buttermilk	
Week Ended 1/31/70	Gal.	½ Gal.	Qt.	Qt.	[redacted]	½ Gal.	Qt.
A & P Price - Gary	.8000	.4000	.2150	.2595	[redacted]	.3920	.2005
Wilco Net Price	.8759	.4380	.2323	.2738	[redacted]	.4380	.2323
Percent of Discrimination	9.5	9.5	8.0	5.5	[redacted]	11.7	15.9

Total Net Billing to Wilco of its Purchases of These [redacted] Items	[redacted]	1,679.18
Billing if Wilco Had Been Charged Prices Paid by A & P For These Items	[redacted]	1,543.65
Dollar Discrimination (Overcharge)	[redacted]	135.53
Percent of Discrimination (Overcharge)	[redacted]	8.8

CX 202-Z(4)

1/ Special Price.

PAPER

2%		Fort. Skim		Whip Cream	H & H	Sour Cream		[redacted]	[redacted]	[redacted]
Gal.	½ Gal.	½ Gal.	Qt.	½ Pt.	Pt.	16 Oz.	8 Oz.			
.7580	.3790	.3710	.1845	.3085	.2450	.5251	.2678	[redacted]	[redacted]	[redacted]
.8049	.4186	.3227 1/	.2259	.3190	.3218	.5154	.2646	[redacted]	[redacted]	[redacted]
6.2	10.4	(15.0)	22.4	3.4	31.3	(1.9)	(1.2)	[redacted]	[redacted]	[redacted]

Week Ended 2/7/70	Homo			Chocolate		Buttermilk	
	Gal.	½ Gal.	Qt.	Qt.	[redacted]	½ Gal.	Qt.
A & P Price - Gary	.8000	.4000	.2150	.2595	[redacted]	.3920	.2005
Wilco Net Price	.8816	.4403	.2339	.2756	[redacted]	.4408	.2339
Percent of Discrimination	10.2	10.2	8.8	6.2	[redacted]	12.4	16.7

Total Net Billing to Wilco of its Purchases of These [redacted] Items	[redacted]	1,632.95
Billing if Wilco Had Been Charged Prices Paid by A & P For These Items	[redacted]	1,487.39
Dollar Discrimination (Overcharge)	[redacted]	145.36
Percent of Discrimination (Overcharge)	[redacted]	9.8

3994

Week End 2/14/70							
A & P Price - Gary	.8000	.4000	.2150	.2595	[redacted]	.3920	.2005
Wilco Net Price	.8316	.4208	.2339	.2756	[redacted]	.4408	.2339
Percent of Discrimination	4.0	5.2	8.8	6.2	[redacted]	12.4	16.7

Total Net Billing to Wilco of its Purchases of These [redacted] Items	[redacted]	1,817.98
Billing if Wilco Had Been Charged Prices Paid by A & P For These Items	[redacted]	1,797.69
Dollar Discrimination (Overcharge)	[redacted]	20.29
Percent of Discrimination (Overcharge)	[redacted]	1.1

CX 202-Z(10)

1/ Special Price.

PAPER										
2%		Fort. Skim		Whip Cream	H & H	Sour Cream		[redacted]	[redacted]	[redacted]
Gal.	½ Gal.	½ Gal.	Qt.	½ Pt.	Pt.	16 Oz.	8 Oz.			
.7580	.3790	.3710	.1845	.3085	.2860	.5251	.2678	[redacted]	[redacted]	-
.8101	.4213	.4213	.2274	.3211	.3239	.5188	.2663	[redacted]	[redacted]	-
6.9	11.2	13.6	23.3	4.1	13.3	(1.2)	(.6)	[redacted]	[redacted]	-

.7580	.3790	.3710	.1845	.3085	.2860	.5251	.2678	[redacted]	[redacted]	[redacted]
.8101	.35 1/	.35 1/	.2274	.3211	.3239	.5188	.2663	[redacted]	[redacted]	[redacted]
6.9	(8.3)	(6.0)	23.3	4.1	13.3	(1.2)	(.6)	[redacted]	[redacted]	[redacted]

Week Ended 2/21/70	Homo Gal.	Homo ½ Gal.	Homo Qt.	Chocolate Qt.	Chocolate [redacted]	Buttermilk ½ Gal.	Buttermilk Qt.
A & P Price - Gary	.8000	.4000	.2150	.2595	[redacted]	.3920	.2005
Wilco Net Price	.8316	.4208	.2339	.2756	[redacted]	.4408	.2339
Percent of Discrimination	4.0	5.2	8.8	6.2	[redacted]	12.4	16.7

Total Net Billing to Wilco of its Purchases of These [redacted] Items	[redacted]	1,418 05
Billing if Wilco Had Been Charged Prices Paid by A & P For These Items	[redacted]	1,341.01
Dollar Discrimination (Overcharge)	[redacted]	77.04
Percent of Discrimination (Overcharge)	[redacted]	5.7

Week Ended 2/28/70	Homo Gal.	Homo ½ Gal.	Homo Qt.	Chocolate Qt.	Chocolate [redacted]	Buttermilk ½ Gal.	Buttermilk Qt.
A & P Price - Gary	.8000	.4000	.2150	.2595	[redacted]	.3920	.2005
Wilco Net Price	.8316	.4208	.2339	.2756	[redacted]	.4408	.2339
Percent of Discrimination	4.0	5.2	8.8	6.2	[redacted]	12.4	16.7

Total Net Billing to Wilco of its Purchases of These [redacted] Items	[redacted]	1,389.82
Billing if Wilco Had Been Charged Prices Paid For These Items	[redacted]	1,312.92
Dollar Discrimination (Overcharge)	[redacted]	76.90
Percent of Discrimination (Overcharge)	[redacted]	5.9

[redacted]

CX 202-Z (11)

PAPER										
2%		Fort. Skim		Whip Cream	H & H	Sour Cream		[redacted]	Onion Dip	[redacted]
Gal.	½ Gal.	½ Gal.	Qt.	½ Pt.	Pt.	16 Oz.	8 Oz.		½ Pt.	
.7580	.3790	.3710	.1845	.3085	.2860	.5251	.2678	[redacted]	[redacted]	[redacted]
.8101	.4213	.4213	.2274	.3211	.3239	.5188	.2663	[redacted]	[redacted]	[redacted]
6.9	11.2	13.6	23.3	4.1	13.3	(1.2)	(.6)	[redacted]	[redacted]	[redacted]

.7580	.3790	.3710	.1845	.3085	.2860	.5251	.2678	[redacted]	.3098	[redacted]
.8101	.4213	.4213	.2274	.3211	.3239	.5188	.2663	[redacted]	.3016	[redacted]
6.9	11.2	13.6	23.3	4.1	13.3	(1.2)	(.6)	[redacted]	(2.7)	[redacted]

	Homo			Chocolate		Buttermilk	
Week Ended 3/7/70	Gal.	½ Gal.	Qt.	[redacted]	Qt.	½ Gal.	Qt.
A & P Price - Gary	.8000	.4000	.2150	[redacted]	.2595	.3920	.2005
Wilco Net Price	.8316	.4208	.2339	[redacted]	.2756	.4408	.2339
Percent of Discrimination	4.0	5.2	8.8	[redacted]	6.2	12.4	16.7

Total Net Billing to Wilco of its Purchases of These [redacted] Items	[redacted]	1,499.16
Billing if Wilco Had Been Charged Prices Paid by A & P For These Items	[redacted]	1,455.27
Dollar Discrimination (Overcharge)	[redacted]	43.89
Percent of Discrimination (Overcharge)	[redacted]	3.0

3996

Week Ended 3/14/70							
A & P Price - Gary	.8000	.4000	.2150	[redacted]	.2595	.3920	.2005
Wilco Net Price	.8316	.4208	.2339	[redacted]	.2756	.4408	.2339
Percent of Discrimination	4.0	5.2	8.8	[redacted]	6.2	12.4	16.7

Total Net Billing to Wilco of its Purchases of These [redacted] Items	[redacted]	1,441.18
Billing if Wilco Had Been Charged Prices Paid by A & P For These Items	[redacted]	1,364.22
Dollar Discrimination (Overcharge)	[redacted]	76.96
Percent of Discrimination (Overcharge)	[redacted]	5.6

1/ Special Price.

CX 202-Z(21)

PAPER

2%		Fort. Skim		Whip Cream	H & H	Sour Cream		[redacted]	Onion Dip	[redacted]
Gal.	½ Gal.	½ Gal.	Qt.	½ Pt.	Pt.	16 Oz.	8 Oz.	[redacted]	½ Pt.	[redacted]
.7580	.3790	.3710	.1845	.3085	.2860	.5251	.2678	[redacted]	.3096	[redacted]
.8101	.4213	.4213	.2274	.3211	.245 1/	.5188	.2663	[redacted]	.3016	[redacted]
6.9	11.2	13.6	23.3	4.1	(16.7)	(1.2)	(.6)	[redacted]	(2.7)	[redacted]

.7580	.3790	.3710	.1845	.3085	.2860	.5251	.2678	[redacted]	.3096	[redacted]
.8101	.4213	.4213	.2274	.3211	.3229	.5188	.2663	[redacted]	.3016	[redacted]
6.9	11.2	13.6	23.3	4.1	13.3	(1.2)	(.6)	[redacted]	(2.7)	[redacted]

Week Ended 3/21/79	Homo Gal.	Homo ½ Gal.	Homo Qt.	Chocolate Qt.	Chocolate [redacted].	Buttermilk ½ Gal.	Buttermilk Qt.
A & P Price - Gary	.8000	.4000	.2150	.2595	[redacted]	.3920	.2005
Wilco Net Price	.8316	.4208	.2339	.2756	[redacted]	.4408	.2339
Percent of Discrimination	4.0	5.2	8.8	6.2	[redacted]	12.4	16.7

Total Net Billing to Wilco of its Purchases of These [redacted] Items	[redacted]	1,420.62
Billing if Wilco Had Been Charged Prices Paid by A & P For These Items	[redacted]	1,341.42
Dollar Discrimination (Overcharge)	[redacted]	79.20
Percent of Discrimination (Overcharge)	[redacted]	5.9

Week Ended 3/28/79	Homo Gal.	Homo ½ Gal.	Homo Qt.	Chocolate Qt.	Chocolate [redacted].	Buttermilk ½ Gal.	Buttermilk Qt.
A & P Price - Gary	.8000	.4000	.2150	.2595	[redacted]	.3920	.2005
Wilco Net Price	.8316	.4208	.2339	.2756	[redacted]	.4408	.2339
Percent of Discrimination	4.0	5.2	8.8	6.2	[redacted]	12.4	16.7

Total Net Billing to Wilco of its Purchases of These [redacted] Items	[redacted]	1,761.46
Billing if Wilco Had Been Charged Prices Paid by A & P For These Items	[redacted]	1,685.40
Dollar Discrimination (Overcharge)	[redacted]	76.06
Percent of Discrimination (Overcharge)	[redacted]	4.5

1/ Special Price.

CX 102-Z(1)

PAPER										
2%		Fort. Skim		Whip Cream	H & H	Sour Cream		[redacted]	Onion Dip	[redacted]
Gal.	½ Gal.	½ Gal.	Qt.	½ Pt.	Pt.	16 Oz.	8 Oz.		½ Pt.	
.7580	.3790	.3710	.1845	.3085	.2860	.5251	.2678	[redacted]	.3095	[redacted]
.8101	.4213	.4213	.2274	.3211	.3239	.5188	.2663	[redacted]	.3016	[redacted]
6.9	11.2	13.6	23.3	4.1	13.3	(1.2)	(.6)	[redacted]	(2.7)	[redacted]

.7580	.3790	.3710	.1845	.3085	.2860	.5251	.2678	[redacted]	.3095	[redacted]
.8101	.4213	.4213	.2274	.265 1/	.3239	.5188	.2663	[redacted]	.3016	[redacted]
6.9	11.2	13.6	23.3	(16.4)	13.3	(1.2)	(.6)	[redacted]	(2.7)	[redacted]

The Borden Company -

Comparative Statement of Profit and Loss Before Taxes fo
Calendar Month of 1965, the Total Twelve Months of 1965,

3998

	January		February		Ma
Sales Volume (Pounds)	37,498,907		30,297,166		30,540,898
	Amount	Unit Amount Per Cwt	Amount	Unit Amount Per Cwt	Amount
Net Sales	$ 3,210,110	$8.56	$ 2,599,753	$8.58	$ 2,633,936
Cost of Products Sold	2,291,513	6.11	1,878,821	6.20	1,921,986
Gross Profit	918,597	2.45	720,932	2.38	711,950
Operating Expenses:					
Advertising	25,512	0.07	6,121	0.02	2,018
Credit, Collection, Selling & Delivery	768,179	2.05	617,895	2.04	597,066
Administrative	33,439	0.09	27,517	0.09	26,696
Total Operating Expenses	827,130	2.21	651,533	2.15	625,780
Net Profit (Loss) Before Taxes	91,467	0.24	69,399	0.23	86,170

1/ Calendar Year 1965 is reported on accounting periods of 5-4-4 weeks each quarter; 1966 reported on c

Chicago

the Chicago Metropolitan Milk Operation for Each and for Each of the First Eight Months of 1966. 1/

rch	April		May		June	
	37,232,113		29,399,461		28,577,735	
Unit Amount Per Cwt	Amount	Unit Amount Per Cwt	Amount	Unit Amount Per Cwt	Amount	Unit Amount Per Cwt
$8.62	$ 3,199,631	$8.59	$ 2,522,114	$8.58	$ 2,444,394	$8.55
6.29	2,307,466	6.19	1,766,521	6.01	1,745,081	6.10
2.33	892,165	2.40	755,593	2.57	699,313	2.45
0.01	25,657	0.07	20,076	0.07	20,070	0.07
1.95	736,209	1.98	588,079	2.00	571,026	2.00
0.09	33,636	0.09	25,213	0.08	(601)	0.00
2.05	795,502	2.14	633,368	2.15	590,495	2.07
0.28	96,663	0.26	122,225	0.42	108,818	0.38

lendar month basis.

:

FEDERAL TRADE COMMISSION

Docket No. 8866 COMMISSION ~~RESPONDENT~~ Exhibit No. 206A

In the Matter of: A&P

Date 11/1 Witness ______ Reporter: CRC

CX 206 A

	July		August		S
Sales Volume (Pounds)	35,018,327		28,415,933		30,087,102
	Amount	Unit Amount Per Cwt	Amount	Unit Amount Per Cwt	Amount
Net Sales	$ 2,969,310	$8.48	$ 2,416,025	$8.50	$ 2,565,020
Cost of Products Sold	2,183,586	6.24	1,770,849	6.23	1,872,014
Gross Profit	785,724	2.24	645,176	2.27	693,006
Operating Expenses:					
Advertising	24,574	0.07	19,803	0.07	11,048
Credit, Collecting, Selling & Delivery	708,157	2.02	583,423	2.05	609,204
Administrative	27,164	0.08	10,290	0.04	20,606
Total Operating Expenses	759,895	2.17	613,516	2.16	640,858
Net Profit (Loss) Before Taxes	25,829	0.07	31,660	0.11	52,148

ptember	October		November		December		Total (12 Mo-	
	38,145,242		30,715,106		36,350,908		392,276,896	
Unit Amount Per Cwt	Amount	Unit Amount Per Cwt	Amount	Unit Amount Per Cwt	Amount	Unit Amount Per Cwt	Amount	Unit Amount Per Cwt
$8.52	$ 3,243,166	$8.50	$ 2,541,197	$8.27	$ 3,114,076	$8.56	$ 33,458,732	$8.53
6.22	2,365,737	6.20	1,913,792	6.23	2,087,512	5.74	24,104,878	6.14
2.30	877,429	2.30	627,405	2.04	1,026,564	2.82	9,353,854	2.39
0.04	26,322	0.07	5,981	0.02	(143,332)	(0.39)	43,850	0.01
2.02	718,496	1.88	593,630	1.93	719,965	1.98	7,811,329	1.99
0.07	33,519	0.09	19,253	0.06	790	0.00	257,522	0.07
2.13	778,337	2.04	618,864	2.01	577,423	1.59	8,112,701	2.07
0.17	99,092	0.26	8,541	0.03	449,141	1.23	1,241,153	0.32

3999

FEDERAL TRADE COMMISSION

Docket No. 8866 COMMISSION Exhibit No. CX 6 B

	January 1966		February 1966		March 1966	
Sales Volume (Pounds)	32,548,237		30,024,268		34,958,267	
	Amount	Unit Amount Per Cwt	Amount	Unit Amount Per Cwt	Amount	Unit Amount Per Cwt
Net Sales	$ 2,703,896	$8.31	$ 2,528,537	$8.42	$ 2,957,905	$8.46
Cost of Products Sold	2,008,480	6.17	1,906,850	6.35	2,223,643	6.36
Gross Profit	695,416	2.14	621,687	2.07	734,262	2.10
Operating Expenses:						
Advertising	6,712	0.02	6,248	0.02	7,048	0.02
Credit, Collection, Selling & Delivery	637,454	1.96	630,561	2.10	674,725	1.93
Administrative	22,247	0.07	21,098	0.07	25,573	0.07
Total Operating Expenses	666,413	2.05	657,907	2.19	707,346	2.02
Net Profit (Loss) Before Taxes	29,003	0.09	(36,220)	(0.12)	26,916	0.08

Source: The Borden Company submission to 1966 FTC Milk and Bread Survey.

April 1966		May 1966		June 1966		July 1966		August 1966	
34,576,313		35,965,675		34,844,917		34,125,178		34,432,467	
Amount	Unit Amount Per Cwt	Amount	Unit Amount Per Cwt	Amount	Unit Amount Per Cwt	Amount	Unit Amount Per Cwt	Amount	Unit Amount Per Cwt
$ 2,924,023	$8.46	$ 3,024,462	$8.41	$ 2,930,212	$8.41	$ 2,901,874	$8.50	$ 3,022,302	$8.78
2,216,784	6.41	2,297,806	6.39	2,211,456	6.35	2,247,098	6.58	2,317,260	6.73
707,239	2.05	726,656	2.02	718,756	2.06	654,776	1.92	705,042	2.05
6,768	0.02	6,560	0.02	6,432	0.02	6,352	0.02	6,431	0.02
658,911	1.91	678,620	1.89	686,273	1.97	670,732	1.97	659,061	1.91
23,723	0.07	25,558	0.07	26,633	0.07	(3,015)	(0.01)	22,485	0.07
689,402	2.00	710,738	1.98	719,338	2.06	674,069	1.98	687,977	2.00
17,837	0.05	15,918	0.04	(582)	0.00	(19,293)	(0.06)	17,065	0.05

FEDERAL TRADE COMMISSION

Docket No. 8866 COMMISSION ~~RESPONDENT~~ Exhibit No. 206 C

SCHEDULE OF LISTED
ITEMS INCURRED AT PLA
BORDEN'S CHICAGO METRO

	Year 1964 Total 12 Months	Year 1965 (Reported on January	February
les Volume of Finished Products (Points)	186,672,551	17,441,352	14,091,705
t Sales Value of Finished Products	34,307,161	3,210,110	2,599,753
st of Products Sold	24,388,713	2,291,513	1,878,821
vertising Expense	121,950	25,512	6,121
edit, Collection, Selling & Delivery Expenses	7,944,093	768,179	617,895
ministrative Expense	335,434	33,439	27,517

	Year 1965 (Reported on July	August
les Volume of Finished Products (Points)	16,287,594	13,216,713
s Sales Value of Finished Products	2,969,310	2,416,025
st of Products Sold	2,183,586	1,770,849
vertising Expense	24,574	19,803
redit, Collection, Selling & Delivery Expenses	708,157	583,423
ministrative Expense	27,164	10,290

	Year 1966 January	February	(Reported on March
les Volume of Finished Products (Points)	15,138,715	13,964,776	16,259,659
t Sales Value of Finished Products	2,703,896	2,528,537	2,957,905
st of Products Sold	2,008,480	1,906,850	2,223,643
vertising Expense	6,712	6,248	7,048
dit, Collection, Selling & Delivery Expenses	637,454	630,561	674,725

SALES AND EXPENSE
NT OR DISTRICT LEVEL -
POLITAN MILK OPERATION.

Docket No. 5266 Exhibit No. 206

period accounting of 5-4-4 weeks each quarter.)

March	April	May	June
14,205,069	17,317,262	13,674,168	13,291,969
2,633,936	3,199,631	2,522,114	2,444,394
1,921,986	2,307,466	1,766,521	1,745,081
2,018	25,657	20,076	20,070
597,066	736,209	588,079	571,026
26,696	33,636	25,213	(601)

period accounting of 5-4-4 weeks each quarter.)

September	October	November	December
13,994,001	17,741,973	14,286,096	16,907,399
2,565,020	3,243,166	2,541,197	3,114,076
1,872,014	2,365,737	1,913,792	2,087,512
11,048	26,322	5,981	(143,332)
609,204	718,496	593,630	719,965
20,606	33,519	19,253	790

4001

calendar month accounting.)

April	May	June	July	August
16,082,006	16,728,221	16,206,938	15,872,176	16,015,101
2,924,023	3,024,462	2,930,212	2,901,874	3,022,302
2,216,784	2,297,806	2,211,456	2,247,098	2,317,260
6,768	6,560	6,432	6,352	6,431
658,911	678,6[illegible]	686,273	670,732	659,061

cx 206

record sales and profits

■ Sales and profits climbed to record levels in 1964.

Sales totaled $1,293,439,144, an increase of 9.3% from $1,183,860,621 in 1963.

As it has in every year since 1955, net income set a new high, rising to $45,485,901. This was 17.8% above the $38,628,622 earned in 1963. Earnings per share were $3.73, up 14.1% from $3.27 a year earlier.

The rate of profit per dollar of sales was 3.52 cents, compared with 3.26 cents in 1963. In the ten years through 1964, return on sales averaged 2.91 cents per dollar.

dividend increased

■ The quarterly dividend payment was increased twice during the year: from 47½ cents to 50 cents a share on June 1, and from 50 cents to 52½ cents a share on Dec. 1, our 219th consecutive dividend. The increases brought total dividends paid in 1964 to $2.00 per share, compared with $1.77½ per share paid in 1963.

working capital

■ On Dec. 31, current assets were $316,659,100 and current liabilities, $117,075,248 (a ratio of 2.70 to 1), leaving a balance of $199,583,852 as working capital. This was an increase of $10,185,843 from a year earlier, when working capital was $189,398,009, and the ratio was 2.75 to 1.

sales abroad improve

■ Dollar and tonnage sales of our unconsolidated foreign subsidiaries increased from 1963. Profits — in terms of the currencies of the countries in which these subsidiaries are located — were substantially ahead of those in 1963. In terms of U. S. dollars, however, net income declined, due solely to a shrinkage in the exchange value of some foreign currencies, primarily the Brazilian cruzeiro.

Net sales of our foreign subsidiaries totaled $95,484,613, compared with $92,435,479 in 1963. The Company's equity in their operating net income was $6,066,678. This was an increase of $746,100, or 14%, from the comparable figure of $5,320,578 in 1963. However, consistent with prescribed accounting practice, in recording the Company's equity in net income, effect has been given to losses that would occur should net current assets be converted to U. S. dollars at rates of exchange prevailing at year end. This charge, captioned "Company's portion of unrealized exchange loss" on the income statement, was $1,978,772 in 1964, compared with $462,237 in 1963. After deducting this charge, our equity in net income was $4,087,906, against $4,858,341 a year earlier. (See combined balance sheets and statements of income on page 19.)

After applicable U. S. income taxes, dividends paid to the Company and included in its net income amounted to $2,764,837, compared with $2,475,877 in 1963.

An increase in our investments in and advances to unconsolidated foreign subsidiaries, from $3,724,147 on Dec. 31, 1963, to $13,078,164 a year later, was due primarily to the liquidation of Borden International Ltd., an unconsolidated Canadian subsidiary, and the transfer of its investments and liabilities to the parent Company. This liquidation was for the purpose of reducing U. S. taxes on the receipt of foreign dividends. At year end, our equity in the net assets of our unconsolidated foreign subsidiaries exceeded our investment by $28,275,143.

Effective March 1, we acquired a 50% interest in Gallina Blanca, S. A., a leading Spanish food company with headquarters in Barcelona. Gallina Blanca makes concentrated chicken and beef broths, dehydrated soups, carbonated and non-carbonated powdered drink mixes, custard and other pudding mixes, and chewing gum. These are distributed throughout Spain.

Cia Casco S.A.I.C., our chemical affiliate in Argentina, began construction of a methanol plant near Buenos Aires. Our British subsidiary, Leicester, Lovell & Co., Ltd., enlarged its facilities near Southampton, England, for the manufacture of vinyl acetate emulsions.

Approximately $4,700,000 worth of new plant and equipment will be added by our unconsolidated foreign subsidiaries during 1965. Among the major projects scheduled are the following:

Leicester, Lovell: a manufacturing plant for *Resinite* polyvinyl chloride packaging film; The Borden Chemical Company (Philippines), Inc.: a plant at Davao City, on Mindanao Island, for making formaldehyde and synthetic resins; and Gallina Blanca: a hydrogenating plant.

expansion program accelerates

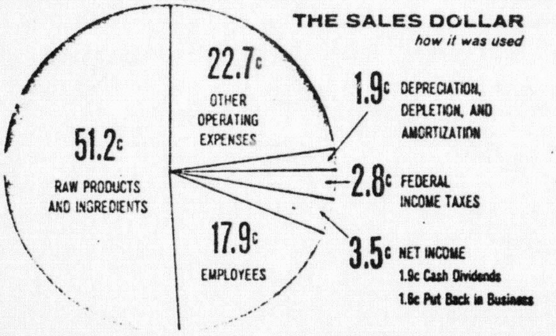
The most extensive single-year modernization and expansion in the Company's history took place during 1964. The value of new plant and equipment obtained was about 80% greater than the average for the preceding five years.

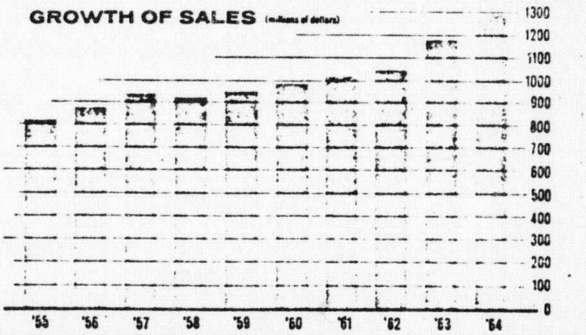
In 1964 we obtained about $65,500,000 worth of new facilities. Of this amount, about $22,800,000 was provided by depreciation and depletion accruals and $10,700,000 came from retained earnings. Approximately $32,000,000 worth of equipment was leased.

The Company's growing and increasingly diversified business will necessitate even greater outlays in 1965. Our budget calls for about $72,700,000 worth of new buildings and equipment. Included are facilities for our Chemical Company's Agricultural Products Group, formed early in 1965 following the acquisition of the Smith-Douglass Company, Incorporated. Of this amount, depreciation and depletion accruals will furnish approximately $24,000,000; retained earnings, about $16,700,000. Equipment worth about $32,000,000 will be leased. In addition, we shall acquire by lease equipment worth approximately $4,200,000 for use by Monochem, Inc., a basic chemical converter in which we have a joint interest. This equipment will complete an expansion of facilities, begun in 1964 and to go on stream late in 1965, for converting acetylene and vinyl chloride monomer at Geismar, La.

Construction activity during 1964 was both widespread and vigorous. At year end, work had been completed or was under way on a score of major projects.

In December, the new milk processing plant of Borden's Milk and Ice Cream Company, at Woodstock, Ill., was put in operation. This is the largest facility of its kind in the country, with a capacity of 2,000,000 pounds of milk a day. To handle its output, which supplies customers in the Chicago Metropolitan Area, a processing plant in Chicago and one in Hammond, Ind., were converted to milk distribution branches, and a new distribution branch was built near O'Hare International Airport. Our Chicago ice cream manufacturing plant will also be modernized and enlarged.


THE SALES DOLLAR
how it was used


GROWTH OF SALES (millions of dollars)

CX 211 D

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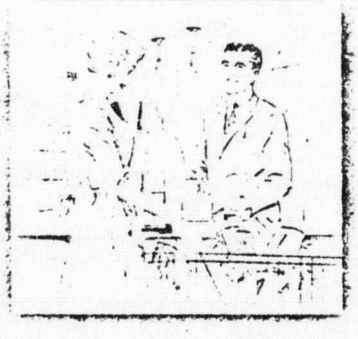

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HIGHLIGHTS AT A GLANCE

FOR THE FISCAL YEAR ENDED	Feb. 27, 1965 (52 weeks)	Feb. 29, 1964 (53 weeks)	Feb. 23, 1963 (52 weeks)
Sales	$5,079,564,200	$5,189,188,400	$5,310,544,400
Income before provision for income taxes	98,632,900	108,989,400	126,606,400
Provision for United States and foreign income taxes	46,500,000	51,500,000	66,400,000
Net income	52,132,900	57,489,400	60,206,400
Per share*	2.12	2.34	2.45
Per cent of sales	1.03%	1.11%	1.13%
Cash dividends paid	36,420,500	35,995,200	39,930,300
Per share	1.50	1.50	1.70
Stock dividend at market value	10,045,000	9,627,900	19,468,000
Additions to property, equipment and fixtures	60,255,800	49,121,500	69,182,700
Depreciation and amortization	41,995,800	42,706,800	43,734,200
AT YEAR-END			
Working capital	$ 290,998,000	$ 289,187,400	$ 277,970,000
Ratio of current assets to current liabilities	2.33	2.34	2.25
Property, equipment and fixtures less accumulated depreciation and amortization	280,092,300	262,706,300	248,247,300
Stockholders' equity	576,321,100	559,144,500	536,404,300
Per share*	23.48	22.78	21.86
Number of stores	4,585	4,519	4,475

**Based on 24,540,839 shares outstanding at February 27, 1965*

NOTICE OF ANNUAL MEETING:
The Annual Meeting of Stockholders will be held on Tuesday, June 15, 1965 at 10:30 a.m. (E.D.T.) in the Biltmore Hotel, New York, New York.

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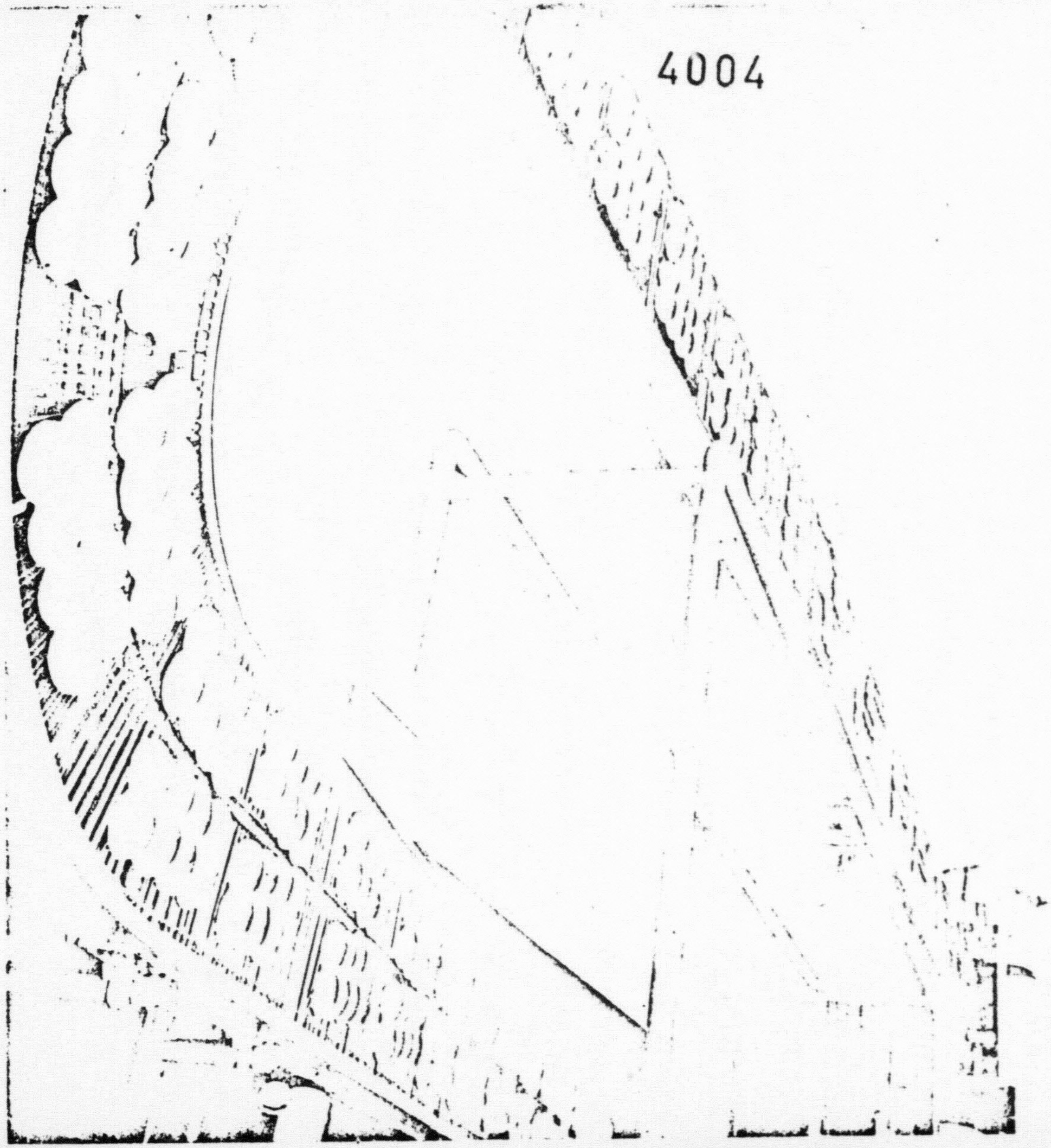
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People and Places

YEAR IN REVIEW

An accelerated development program designed to revitalize both goods and services was undertaken by A&P during the fiscal period covered in this Report.

Among the objectives that were attained during the year were the expansion of personnel training programs and the establishment of pilot employee-management conferences. Consolidation of some manufacturing operations reduced production costs with minimal relocation problems.

The Company's long-range program to modernize its production and retailing facilities was continued. Several new distribution centers were opened and the number of stores increased to 4,585, a new high mark for the super market era. In addition to the opening of 185 new stores for a net increase of 66, there were 521 major remodeling projects that effected a "new-store look" in over 10 per cent of the Company's retail outlets.

One major new manufacturing facility, the $16-million Jane Parker Bakery in Flushing, Queens, N.Y., was completed and opened. Construction work on the $25-million Ann Page processing and manufacturing plant at Horseheads, N.Y., near Elmira, is "on schedule" and limited production is expected to start soon.

Several executive management changes were announced during 1964 and two others have been made since the start of the new fiscal year.

The development of A&P's major tools – people and physical facilities – is being maintained at a healthy pace.

NATIONAL BAKERY DIVISION

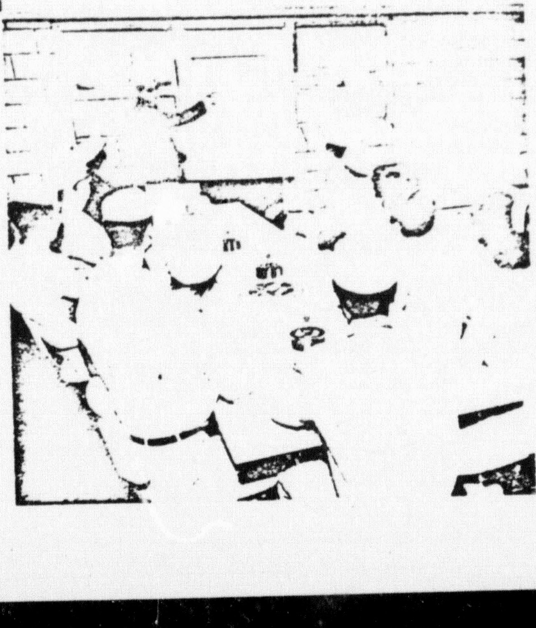
Moving toward greater efficiency in its operations, our National Bakery Division consolidated several of its bakeries into newer and larger plants better equipped to serve A&P customers. Such moves during the past year not only increased our productive capacity and improved our general operating efficiency but also resulted in substantial savings to the Company.

At the same time, plans for one new bakery as well as the modernization and expansion of some existing facilities were completed and are now moving into the construction stage. Most of these will be completed during

Automatic conveyors (left) carry freshly baked rolls from the giant stainless steel ovens at the new Jane Parker bakery in Flushing, L. I. to the packaging room for shipment to A&P Food Stores.

Food chemists and technicians (above) carefully check samples from each production run to make certain they conform to the high quality standards of A&P's Ann Page Division.

Regular monthly conferences (right) between Jane Parker bakery employees and management help to promote better understanding of customer requirements, safety, production methods and sanitation.



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the current year. These facilities are expected to step up capacity in areas where there has been particularly strong indication of growing consumer acceptance of Jane Parker products.

Similar acceptance of A&P brand frozen bakery foods, first introduced in 1963, has resulted in a continued growth of this line which now includes more than 15 items. Several of our bakeries are now equipped with blast freezer units to expedite the handling of this increasingly popular line of fine baked foods.

Research and development, which have characterized this Division's progress since its inception, achieved a major milestone in the baking industry with the development of the first "Cryotransfer" liquid nitrogen freezing unit for preserving the quality and oven-freshness of baked goods.

The new freezer, which was developed by A&P and General Dynamics' Liquid Carbonic Division, will enable our new Flushing, Long Island bakery to "lock in" the flavor and freshness of the product within 90 seconds after it emerges from the oven. The "locking in" is made possible by the liquid nitrogen's extremely low temperature of −320°F. When defrosted, the product will be virtually oven-fresh.

ANN PAGE DIVISION

Ann Page, long the identifying brand of the Quaker Maid Division, was adopted as the Division's new name during the past year in a move to bring about closer identification of the Division with its principal line of products.

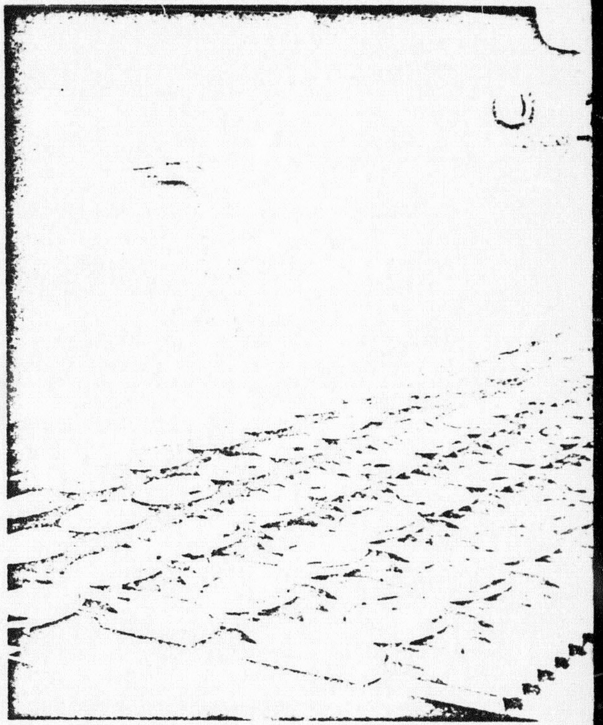
The Ann Page Division also was increasingly active in 1964 in expanding and diversifying its quality line of merchandise. The development of "Bonesse," a hair shampoo, marked the Company's first venture into the health and beauty aids field. A number of other products are under consideration.

The new food processing plant at Horseheads is moving rapidly toward completion and the facility is expected to be in operation late this year or early in 1966. John R. Vreeland, manager of the Bush Terminal plant in Brooklyn, was appointed general manager of the Horseheads operation and C. J. Hensley, Brockport plant manager, was named assistant general manager.

In preparation for the opening of this plant, which covers approximately 35 acres of manufacturing and warehousing area, a training program for employees was initiated in temporary quarters at the Horseheads Holding Center. This group of trainees will form the nucleus of the work force of 2,000 men and women to be employed in the new building.

Candy will be the first item produced in the new plant, and equipment for its production is being installed in the new building. Actual production is expected to begin shortly and the extensive line of candy manufactured here will be shipped to all A&P Food Stores throughout the nation.

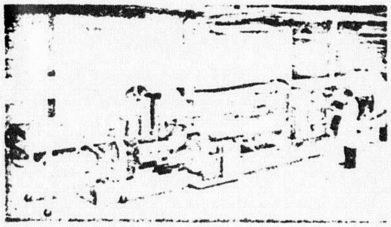
Original plans for the Ann Page plant were expanded during the year to include the manufacture of sanitary type cans which will be used at Horseheads. A can line will be set up in the plant and will supply many of the

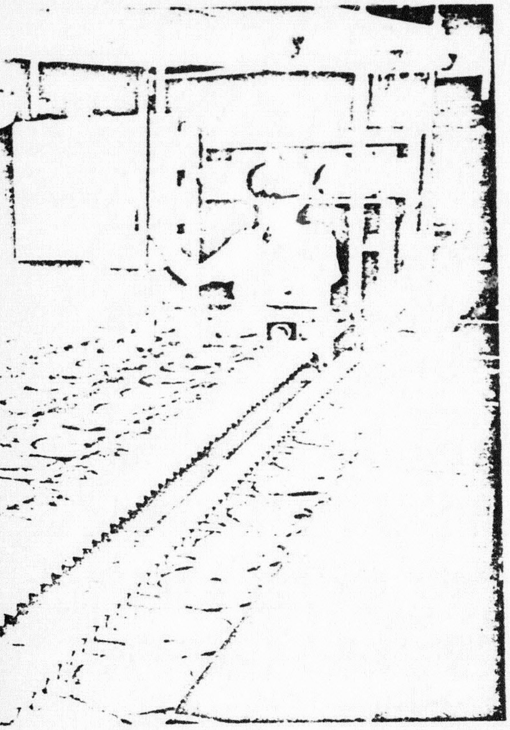


A&P's new Flushing, L. I. Jane Parker bakery (above), one of the most modern bread and pastry plants in the world, turns out a steady stream of delicious pies to satisfy the appetites of A&P customers in the metropolitan New York area.

Management workshops (right) train store managers, supervisors and key executives to do a better job for our customers, the Company and themselves.

The first "Cryotransfer" liquid nitrogen freezing unit (below) for preserving the oven-freshness of baked foods by "locking in" the flavor at −320°F. was developed by A&P and General Dynamics Corp.





sizes required. However, some sizes will still be purchased from suppliers. A similar can line was installed at the Brockport plant where the Company's brands of spaghetti, pork and beans and similar products are processed.

MANPOWER DEVELOPMENT

As part of our manpower development program during 1964, the Company conducted a series of training sessions in which approximately 3,500 store managers, supervisors and key executives participated. These workshop programs were aimed at improving job performance, developing better customer relations and expanding executive talents.

Additionally, the Company expanded its courtesy program to assure customers of the highest level of service and courtesy, and continued its program for the development of supervisory and administrative personnel.

Our National Bakery Division has instituted regular monthly employee-management conferences to acquaint its bakery personnel with a wide variety of subjects including quality control, customer requirements, sanitation, job performance, safety, production methods and new merchandise. Such meetings have proved very helpful in promoting better understanding of problems of mutual interest to employees and the Company.

EXECUTIVE CHANGES

At a meeting of the Board following the last annual meeting, Byron Jay, president of the Central Western Division, was elected president of the Company.

Mr. Jay succeeded Melvin W. Alldredge, who was elected vice chairman to replace Frank H. Bucher, who earlier announced he planned to retire and would not stand for re-election.

O. Philip Nyquist, vice president of the Detroit Unit, was elected president of the Central Western Division, replacing Mr. Jay.

At the conclusion of the fiscal year, John D. Ehrgott relinquished his post as chief executive officer but continued as chairman of the Board. Mr. Jay was named chief executive officer.

Shortly after the fiscal year ended, William E. Ayres, executive vice president of the Central Division, was elected president of that Division to fill the vacancy resulting from the death of William A. Donahoe on March 14. Mr. Nyquist was elected to succeed Mr. Donahoe on the Board.

In new management roles are William E. Ayres (left), who was elected president of the Central Division, and O. Philip Nyquist, who was elected to the Board.

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COMPARATIVE HIGHLIGHTS

FOR THE FISCAL YEAR ENDED	Feb. 26, 1966 (52 weeks)	Feb. 27, 1965 (52 weeks)	Feb. 29, 1964 (53 weeks)
Sales	$5,118,977,800	$5,079,564,200	$5,189,188,400
Income before income taxes	96,539,300	98,632,900	108,989,400
United States and foreign income taxes	44,200,000	46,500,000	51,500,000
Net income	52,339,300	52,132,900	57,489,400
Per share*	2.11	2.10	2.32
Per cent of sales	1.02%	1.03%	1.11%
Cash dividends paid	36,835,300	36,420,500	35,995,200
Per share	1.50	1.50	1.50
Stock dividend at market value	9,030,200	10,043,900	9,627,900
Additions to property, equipment and fixtures	58,987,800	60,255,800	49,121,500
Depreciation and amortization	43,355,900	41,995,800	42,706,800
AT YEAR-END			
Working capital	$ 296,302,700	$ 290,998,000	$ 289,187,400
Ratio of current assets to current liabilities	2.31	2.33	2.34
Property, equipment and fixtures less accumulated depreciation and amortization	294,639,600	280,092,300	262,706,300
Stockholders' equity	592,615,200	576,321,100	559,144,500
Per share*	23.88	23.23	22.54
Number of stores	4,625	4,585	4,519
Approximate number of stockholders	46,430	41,400	39,404

*Based on 24,812,018 shares outstanding at February 26, 1966.

To Our Stockholders

1965 was a "turn-around" year at A&P as both sales and profits improved, reversing the trend of the two previous fiscal periods.

Sales totaled $5,118,977,802, up from $5,079,564,213 a year earlier. Profits, after taxes, were $52,339,276 as compared with $52,132,879 in 1964.

We are encouraged by the fact that the rate of sales increase in the fourth quarter was appreciably better than that of the first three quarters.

This past year was characterized by continued modernization and expansion of our retail stores and by improvement of our manufacturing and distribution facilities.

The new company-owned Ann Page factory building at Horseheads, N. Y., covering one and one-half million square feet, was completed. Much of the manufacturing and processing equipment was installed during the year and partial production was started. Certain non-recurring expenses connected with the transfer of equipment and starting up of this new plant had a depressing effect on earnings during 1965. Even though full production is not scheduled until late '66, we expect this new facility to contribute to profits in the current year.

During the fiscal year ended February 26, 1966, A&P achieved several long-range objectives designed to reduce

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The Year In Review

Much credit for A&P's "turn-around" performance for fiscal 1965 can be attributed to greater efficiency in many areas of supply and distribution plus a more economical management of manpower and physical facilities.

New stores, new plants, new products, new assignments of responsibility and a new advertising concept all contributed measurably to this success.

Notable among the steps taken by management to sustain the accelerated pace was the enactment, for the first time in 28 years, of a major change in the administration of store operations. This consisted of an extension of the Eastern and Atlantic Divisions into four warehousing units of the old New England Division which had been headquartered in Boston.

These strategic moves came late in the fiscal year 1965 and are expected to contribute to improved future operations.

As a result of several personnel changes in 1965, the stage was set for full attainment in 1966 of the Company's long-range program to bring younger men into positions of executive responsibility. Back in 1961 the Board had asked a number of officers to remain with A&P beyond the normal retirement age in the interest of continuity of management. At the beginning of the last fiscal year only four of these executives were still active. Three of these four, all of them corporate vice presidents, retired during the past year. They were Mr. R. M. Smith, president of Southern Division, Mr. L. M. Cazayoux, president of New England Division, and Mr. William F. Leach, president of Atlantic Division. The last of this group, Mr. John D. Ehrgott, chairman, will retire on July 1.

More efficient utilization of existing, expanded and new manufacturing and distribution facilities reduced operating costs in some supply areas during 1965 and promises even greater benefits in the current year.

Capital Expenditures

In its continuing long-range program to provide more efficient operations and better service to A&P customers, the Company began construction on a number of new plants and stores during the year.

As part of this program, the number of retail stores was increased to 4,625. This included a total of 205 new stores opened during the year for a net gain of 40 over the preceeding year. There were 165 stores closed for various reasons, including obsolescence. In addition, 507 stores underwent major remodeling to provide improved shopping facilities for customers. Where possible and consistent with the architectural environment of the area, a number of these were redesigned in the Early American motif, popularized by many of the Company's new supermarkets. Another type of store front, the contemporary style, also is used in some communities.

In addition to the start-up last June of limited production at the new $30-million Ann Page Division plant at Horseheads, N. Y., the Company passed another milestone with the start last June of construction on a $2.7-million fresh milk plant at Fort Washington, Pa., just outside of Philadelphia. This new facility, the first of its kind to be owned and operated by the Company, will process and bottle milk for delivery to A&P stores in eastern Pennsylvania, southern New Jersey and Delaware. It is expected to be in operation by late this year.

Other major projects started during the past year included a food distribution center in Detroit, a bakery in Charlotte, N. C., and a grocery distribution center in Chicago. All are expected to be completed and in operation this year.

Jane Parker

The growing popularity of A&P's frozen baked foods since their introduction two years ago is indicated by the fact that nine additional products were perfected and made available in most A&P Food Stores during the past year bringing the total to 22 varieties.

Produced in centrally located Jane Parker bakeries, these frozen baked foods embody the same fine quality as the regular baked line but offer the added convenience to the housewife of extended oven freshness for immediate home use or freezer storage.

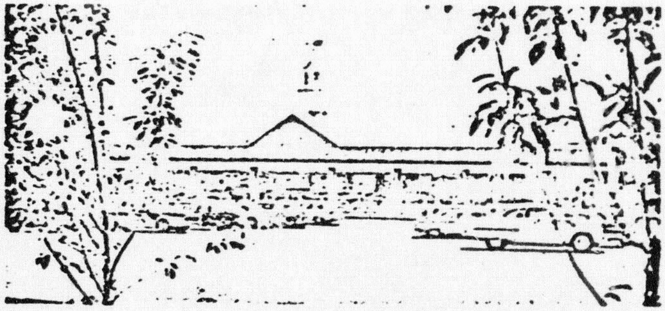
In addition to its expanded line of frozen baked foods, the National Bakery Division introduced 37 new items in the fresh line during the past year to offer A&P customers the broadest variety of Jane Parker products in the Company's history.

The new Flushing, N. Y. Jane Parker bakery, one of the facilities producing fresh and frozen products, moved into full operation during 1965.

Ann Page

The past year saw the start-up of a new 1,500,000-square-foot Ann Page processing plant at Horseheads, N. Y. and the beginning of direct shipments from this new facility to A&P Food Stores in the eastern part of the nation.

Since June, when the first chocolate candies rolled off the production line to signal the start of processing operations there, other food items have been added gradually. Production of the complete range of Ann Page products is expected to be attained in the fall.



Left: In recent years, many of our newer stores have been styled in the early American tradition where this type of design is compatible with the area.

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Approximately 1,800 men and women are presently employed in this magnificent new building which contains 35 acres of manufacturing and warehousing floor space. The staff is expected to be increased by year's end to the 2,300 level.

The Horseheads facility also includes a development laboratory and pilot plant which will be utilized for the study and development of new products to supplement the present range of food and non-food items sold under the Company's own labels.

The Ann Page Division plans to convert its Brockport, N. Y. plant to the manufacture of certain non-food products. Brockport already is producing "Bonesse" hair shampoo as well as bottling the Company's liquid "Sail" detergent.

Who Cares?

An unquestioned contributor to the 1965 "turn-around" was the Company's new institutional advertising program, a communications effort designed to alert customers, potential customers and employees alike to the extra values to be obtained in A&P super markets.

The central theme of this refreshingly novel advertising campaign was—and is—the sincerity of corporate interest in the goods and services offered at the stores.

There is every reason to believe that the "Who Cares?" messages will stimulate sales in 1966 and will inspire the entire organization to greater performance.

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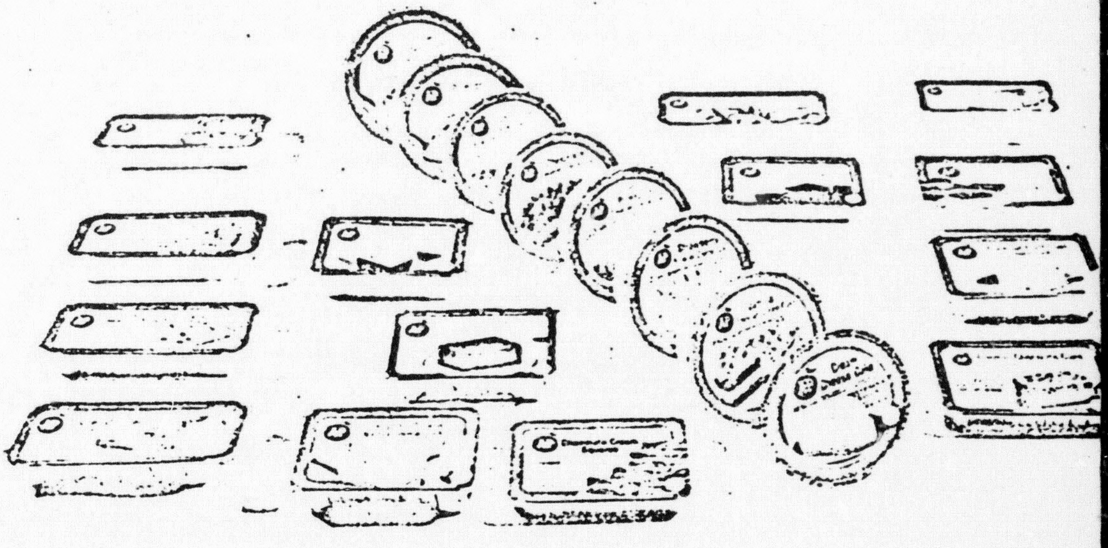
Jane Parker bakeries now produce 22 delicious frozen baked foods which are sold under the A&P label. These time-saving products, which take oven freshness into home freezers, are proving increasingly popular with busy homemakers.



Directors

MELVIN W. ALLDREDGE
ANTHONY A. BLISS
R. MANNING BROWN, JR.
JOHN T. CAHILL
FRED E. CAMPBELL
LAWRENCE M. CAZAYOUX
ROY C. COLLINS
WILLIAM CORBUS
DONALD KIRK DAVID
JOHN D. EHRGOTT
HAROLD D. HOAG
BYRON JAY
WILLIAM J. KANE
WILLIAM F. LEACH
EDWARD A. LE PAGE
O. PHILIP NYQUIST
GWILYM A. PRICE
JOHN M. SCHIFF
DAVID SHER
JOHN ELLIOT SLATER
ROBERT M. SMITH
EDWARD J. VOGEL

DIRECTOR EMERITUS:
OLIVER C. ADAMS

Officers

JOHN D. EHRGOTT	*Chairman of the Board*
BYRON JAY	*President and Chief Executive Officer*
MELVIN W. ALLDREDGE	*Vice Chairman*
WILLIAM CORBUS	*Vice President*
HAROLD D. HOAG	*Vice President and Treasurer*
WILLIAM J. KANE	*Vice President*
EDWARD A. LE PAGE	*Vice President*
O. PHILIP NYQUIST	*Vice President*
EDWARD J. VOGEL	*Vice President*
FRED E. CAMPBELL	*Secretary and General Counsel*

Executive Offices
420 Lexington Avenue
New York, N. Y. 10017

Transfer Agent
Morgan Guaranty Trust Company of New York
New York, New York

Registrar
The First National City Bank of New York
New York, New York

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THE COMPANY

The Great Atlantic & Pacific Tea Company, Inc., incorporated under the laws of Maryland in 1925 (the "Company"), is engaged in the retail food business in the United States and Canada. It and its predecessors have engaged in the retail food business since 1859. Today, the Company and its subsidiaries ("A & P") conduct this business through approximately 4,625 retail stores. In addition to the retail business, A & P operates a number of food manufacturing, processing and packaging plants whose products are sold in A & P stores.

OFFERING OF COMMON STOCK

The 760,000 shares of Common Stock offered hereby are outstanding shares and constitute about 3% of the total outstanding Common Stock. These shares are being purchased by the Underwriters from certain shareholders of the Company. (See "Selling Shareholders" herein.) The Company will receive no part of the proceeds from the sale.

CAPITALIZATION

The following table sets forth the capitalization of the Company and its subsidiaries (on a consolidated basis).

	As at June 15, 1966
Common Stock (par value $1): authorized 28,000,000 shares*; outstanding 24,813,018 shares	$ 24,813,018
Capital Surplus**	376,789,092
Retained Earnings**	191,014,084
Total	$592,616,194

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* Includes 343,089 shares reserved for issuance upon exercise of options granted or to be granted under the Company's stock option plan.

**As shown on the Consolidated Balance Sheet at February 26, 1966 included herein.

Note: For information with respect to obligations under leases on real property, reference is made to Note 4 to the Financial Statements.

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STATEMENT OF CONSOLIDATED INCOME

The following statement of consolidated income of the Company and its subsidiary companies for the five fiscal years ended February 26, 1966 should be read in conjunction with the other financial statements and related notes included elsewhere in this Prospectus. This statement has been examined by Haskins & Sells, independent certified public accountants, whose opinion with respect thereto appears elsewhere in this Prospectus.

	Fiscal Year Ended in February (1)				
	1962	1963	1964	1965	1966
	In Thousands				
Sales	$5,240,315	$5,310,544	$5,189,188	$5,079,564	$5,118,978
Cost of merchandise sold	4,372,966	4,368,260	4,248,413	4,141,371	4,168,932
Gross profit	867,349	942,234	940,775	938,193	950,046
Store operating, general and administrative expenses	748,692	816,795	837,280	842,078	855,564
Profit from operations	118,657	125,489	103,495	96,115	94,482
Income credits:					
Interest on temporary cash investments	1,360	1,655	1,898	2,526	2,127
Adjustment of store property and related accumulated depreciation to conform to Federal income tax basis, less related Federal income tax, $4,200,000 (2)			3,610		
Other		500			
Total	120,017	127,644	109,003	98,641	96,609
Income charges	53	1,038	14	8	70
Income before United States and foreign income taxes and other charge	119,964	126,606	108,989	98,633	96,539
United States and foreign income taxes and other charge:					
United States income taxes:					
Current	59,739	59,174	45,848	40,099	33,652
Deferred (3)				518	3,348
Foreign income taxes	2,761	2,738	3,487	4,227	4,952
Charge equivalent to investment tax credit—net		4,488	2,165	1,656	2,248
Total	62,500	66,400	51,500	46,500	44,200
Net income	$ 57,464	$ 60,206	$ 57,489	$ 52,133	$ 52,339
Per Share of Common Stock (4):					
Net income	$2.33	$2.44	$2.32	$2.10	$2.11
Cash dividends	1.21	1.62	1.46	1.47	1.49
Stock dividends	2%	2%	1%	1%	1%

NOTES:

1. The Company and its subsidiaries operate on the basis of a fiscal year ending on the last Saturday in February. Each of the fiscal years shown above includes fifty-two weeks of operations except the fiscal year which ended February 29, 1964 which includes fifty-three weeks.
2. This credit gives effect to a decreased rate of amortization of fixtures as of March 2, 1959 and an increased rate of depreciation of store equipment as of February 26, 1962. The amount applicable to any individual year is not significant.
3. See Note 3 to Financial Statements.
4. Earnings per share are based upon the number of shares outstanding at the end of each year adjusted retroactively for stock dividends. Cash dividends have been adjusted retroactively to give effect to stock dividends; the dividends per share declared on shares actually outstanding at dates of declaration in the fiscal years ended in 1962-1966 were $1.30, $1.70, $1.50, $1.50, and $1.50, respectively.

The lower sales and net income for the fiscal years subsequent to the fiscal year ended February 23, 1963 were due in great measure to competitive pressures. The Company, during such period, embarked upon a program of reducing prices in some cases and in others of not increasing retail prices to meet all the rising costs of labor, transportation, and other operating expenses that affected the industry.

Although final accounting figures for the first fiscal quarter of 1966 are not yet available, sales for that period are estimated by the Company to be approximately $1,331,000,000 as compared with $1,278,036,000 for the comparable period of the preceding year and net income is estimated to be approximately $13,500,000 as compared with net income of $11,703,000 for the same period of 1965. In the opinion of the Company, the figures for the first fiscal quarter of 1965 include all adjustments (consisting only of normal recurring accruals) considered necessary for a fair statement of net income for such quarterly period and the estimates for the first fiscal quarter of 1966 include provision for all required adjustments which would be made if taken from the accounting records. Results for such interim periods are unaudited and should not be taken as necessarily indicative of results for a full year.

PRICE RANGE OF COMMON STOCK

The price ranges of the Company's Common Stock for the periods indicated below, as reported by the New York Stock Exchange, were as follows:

Year	High	Low
1961	70½	35⅞
1962	60⅜	34
1963	49⅞	37⅜
1964:		
1st Quarter	41⅛	34½
2nd Quarter	41⅞	36⅝
3rd Quarter	41½	37⅞
4th Quarter	44¼	38⅝
1965:		
1st Quarter	45¼	39¼
2nd Quarter	41⅝	36½
3rd Quarter	38¼	35
4th Quarter	37⅝	33⅛
1966:		
1st Quarter	37¾	31⅜
2nd Quarter (through June 28)	32⅜	27¾

BUSINESS

A & P's retail organization in the United States is divided into six geographical Divisions, which supervise a total of 35 Units, which in turn directly operated 4,432 retail stores in the United States at the end of the last fiscal year. A Canadian subsidiary operated 193 retail stores in that country. The total selling area of all of the retail stores was approximately 34,658,000 square feet, an average of 7,500 square feet per store. All stores are operated on a cash-and-carry basis and deal in groceries, meats, fresh produce and other items commonly handled in the retail food business. National, regional and local brands are handled, as well as company-owned brands packed both by outside suppliers and in A & P plants. Trading stamps are issued by stores which in the fiscal year ended in 1966 accounted for approximately 50% of sales.

Incidental to the retail business, A & P operates numerous warehouses, 30 bakeries, three diversified grocery manufacturing plants, six milk products plants, one catsup manufacturing plant, four salmon canneries, nine coffee roasting plants, one butter printing plant, one cheese curing plant, two frozen vegetable plants, one nut processing plant, one fish processing plant, two laundries, a number of produce packing plants and buying offices in producing areas, including coffee buying offices in South America. Items produced by A & P and sold under company-owned brand names, such as bakery products, coffee, canned salmon, jellies and jams, macaroni products, candy, canned beans, catsup, and milk products (as distinguished from items which primarily involve only packaging) accounted for approximately 12% of total sales for the fiscal year ended in 1966.

Consolidated sales for the fiscal year 1966 were distributed, by geographical areas, approximately as set forth below. Such geographical distribution was substantially the same for the fiscal year 1965.

New England States: (Connecticut, Maine, Massachusetts, New Hampshire, Rhode Island and Vermont)	6%
Middle Atlantic States: (District of Columbia, Delaware, Maryland, New Jersey, New York and Pennsylvania)	42%
East Central States: (Illinois, Indiana, Michigan, Ohio and Wisconsin)	22%
Southeastern States: (Alabama, Florida, Georgia, Kentucky, Mississippi, North Carolina, South Carolina, Tennessee, Virginia and West Virginia)	19%
West Central States: (Iowa, Kansas, Minnesota and Missouri)	2%
Southwestern States: (Arkansas, Louisiana and Texas)	4%
Pacific Coast States: (California and Washington)	1%
Canadian Provinces: (Alberta, Manitoba, Ontario and Quebec)	4%

For many years, A & P stores, as well as other food stores, have customarily carried many non-food items such as soaps, cleansers, paper products, other household items and health and beauty aids. There has been an industry trend, in which A&P has participated, toward the offering of a wider variety of non-food items.

A & P is engaged in a continuing program of modernizing and expanding its retail stores, including the opening of new stores and the remodeling and moving of others, and of improving its manufacturing and distribution facilities. During the five years ended February 26, 1966, A & P closed 860 stores (average selling area 5,344 square feet), opened 1,134 new stores (average selling area 8,716 square feet), remodeled 2,797 stores and opened 6 new major warehouses. A & P estimates the average age of its retail stores to be about five years, based on date of construction or of modernization.

The closing of old stores and the opening of new ones over such five-year period have resulted primarily from the development of new residential and shopping areas in communities already served by A & P rather than from entrance into regions not previously served.

Expenditures for property, equipment and fixtures, less retirements, during the past five fiscal years have been as follows:

Fiscal year ended in	Expenditures	Retirements	Net
1962	$ 57,751,958	$ 9,824,752	$ 47,927,206
1963	69,182,688	9,506,856	59,675,832
1964	49,121,488	6,231,024	42,890,464
1965	60,255,760	4,667,725	55,588,035
1966	58,987,800	6,750,013	52,237,787
Totals	$295,299,694	$ 36,980,370	$258,319,324

Approximately 99% of A & P retail stores are of the self-service type and approximately 80% are classified as "supermarkets" (stores doing a gross business of $500,000 or more per annum). Service type stores account for less than 1% of total sales. It is A & P practice to provide parking facilities for its retail stores except in those urban areas where furnishing parking facilities either is not deemed necessary or is not feasible.

Retail stores are occupied under lease with initial terms generally not exceeding ten years and normally with options to renew for additional periods. Most of the warehouses, bakeries and other plants are also occupied under lease. A & P operations are served by a large number of trucks, most of which are both owned and operated by others under short-term contracts generally terminable upon 180 days' notice.

A & P has approximately 133,000 employees, some of whom are employed on a part time basis. The Company considers its labor relations to be satisfactory.

A & P employee benefit programs include retirement plans, a thrift plan and group life, sickness, disability and hospital insurance plans. The entire cost of the retirement plans is borne by A & P. The normal retirement age under the plans is 65. Under the thrift plan A & P contributes an amount equal to 25% of employee contributions. A participating employee may presently contribute up to 6% of his regular compensation.

The retail food industry is highly competitive throughout the whole territory served by A & P, with the result that the profit margin on sales is low. A & P is in competition with other corporate food chains, voluntary and cooperative chains and independent food stores. Although other national or regional food chains, on the basis of sales volume, are larger than A & P in certain geographic areas in which A & P operates, A & P's aggregate sales volume is the largest of the corporate food chains in the United States.

In January, 1954, in a civil action instituted in the United States District Court for the Southern District of New York and entitled "United States of America v. The New York Great Atlantic & Pacific Tea Company, Inc., et al.", a consent decree was entered enjoining the Company and certain subsidiaries from engaging in various merchandising practices alleged to have been in violation of the Federal anti-trust laws. In the opinion of the Company, the consent decree does not now adversely affect the operation of the business of A & P.

4012

HIGHLIGHTS IN REVIEW

For the Fiscal Year (52 Weeks) Ended	Feb. 25, 1967	Feb. 26, 1966	Feb. 27, 1965
Sales	$5,475,259,300	$5,118,977,800	$5,079,564,200
Income before income taxes	105,739,200	96,539,300	98,632,900
United States and foreign income taxes	49,500,000	44,200,000	46,500,000
Net income	56,239,200	52,339,300	52,132,900
Per share*	2.27	2.11	2.10
Per cent of sales	1.03%	1.02%	1.03%
Cash dividends paid	37,840,700	36,835,300	36,420,500
Per share (adjusted for stock dividends)	1.525	1.485	1.470
Stock dividend at market value	—	9,030,200	10,043,900
Additions to property, equipment and fixtures	67,817,100	58,987,800	60,255,800
Depreciation and amortization	47,419,400	43,355,900	41,995,800
At Year-End			
Working capital	$ 300,202,600	$ 296,302,700	$ 290,998,000
Ratio of current assets to current liabilities	2.31	2.31	2.33
Property, equipment and fixtures	313,886,600	294,639,600	280,092,300
Stockholders' equity	611,097,000	592,615,200	576,321,100
Per share*	24.63	23.88	23.22
Number of stores	4,693	4,625	4,585
Approximate number of stockholders	54,300	46,430	41,400

**Based on 24,814,741 shares outstanding at February 25, 1967.*

To Our Stockholders:

WE ARE PLEASED to report that the fiscal year ended last February 25 was one of progress. The upward trend evidenced in the last quarter of 1965 has continued through 1966.

Sales last year increased 7 per cent to a new, record high of $5,475,000,000. Net earnings matched the sales increase, improving 16 cents a share from the previous year, up to $2.27.

During the year we continued our efforts to improve service to our customers and to offer quality foods at the lowest possible prices. Our share of market is improving.

The A&P organization recognizes that this improved performance will be sustained only through the maintenance of an acute awareness of the problems that abound in a highly competitive industry. They know that our momentum will be maintained only by finding new and better ways to serve our customers.

Renewed interest on the part of the public in actual food values appeared last year with an organized market appraisal by consumers in some communities. Some of our sales increase can be traced to this revival of interest on the part of homemakers. In many communities where housewives made a genuine comparison of quality and prices, A&P managed to improve its share of market.

The Company again delayed as long as possible passing along to its customers the increased costs of wholesale food prices and operating expense. This action was reflected in the moderate profit increase.

Continued improvement of the retail store operation itself commanded much of management's attention during 1966. We started the year with 4,625 stores, opened 234 and closed 166 for a net increase of 68 and a year-end total of 4,693. Additionally, 416 existing stores were completely modernized.

Market price fluctuations, as well as other variables in this ever-changing business, could influence A&P's performance in 1967. We, however, are optimistic as we enthusiastically anticipate the challenges of another record sales year.

B Jay

President

M. W. Alldredge

Chairman of the Board

May 18, 1967

CX 219 C

A & P's HALF STEP ADVANTAGE

A&P's CONTINUED LEADERSHIP in food retailing can be attributed, in part, to a concerted effort on the part of the organization that management calls "the half step advantage."

Chairman Alldredge, in an appearance before the New York Society of Security Analysts a few months ago, first called attention to the Company's use of the half step philosophy. "In baseball," he said, "approximately three out of five outs at first base occur by just about a half step. The difference between a hit and an out is just a matter of that half step."

"This is true in our business, too," he told the analysts. "The A&P organization is trained and dedicated to this constant effort of securing that half step advantage. When we do accomplish it, we use it to strengthen our position."

Even though many regard the retail food industry as monolithic—and from a distance it would appear so—a close inspection of the distinct differences in origin, operations and philosophies of the companies that compose this $71-billion annual business will reveal countless opportunities for the development of "half step" advantages.

The food retailing industry differs from other industries in that it depends almost entirely upon the business virtue, management energy and resourcefulness of the organization. To be successful, a chain food company must maintain a consistent competitive price policy, an appealing merchandising approach and an alert, flexible balance between operating efficiency and aggressive promotional selling. The margin of profit is narrow, therefore sensitive to the unusual and unexpected. This is a "way of life" in a business where half of the merchandise is made up of perishables and sales are rung up in units of pennies.

New competitive developments are frequent compared to automobile manufacturing, and to aluminum, steel and other industries that require great technological know-how and capital. This competition takes the form, in many instances, of strong, well-managed regional and local chains. This means A&P must match or excel them in location, store operation, merchandising effort and service to the customer. Operating efficiency is a basic requirement and, to attain it, the Company must use every up-to-date device and technique that can contribute to it in a practical manner.

The retail food business is a local one, in thousands of communities. This requires individuality in the store plus a flexibility to adjust to local demand in each community.

A&P's half step advantage originates at all levels of the Company's operations, much of it being developed by the 4,693 store managers and the several hundred members of the supervisory staff. Young and vigorous (their median age is slightly less than 44 years) the managers are old in experience (average more than 10 years each as manager). These men, who have daily personal contact with our customers, have a first-hand knowledge of what consumers want in the way of services, products, quality and value. They convert this information into half step advantages for the benefit of the entire A&P organization.

CUP TESTING by experts is part of A&P's exacting program to assure the high quality and consistently fine flavor that makes A&P coffees household favorites. Test lots of coffee beans are roasted, ground, brewed and sampled at A&P buying offices in South America. Samples from the roasting plants in the United States are again tested at the Coffee Division's headquarters.

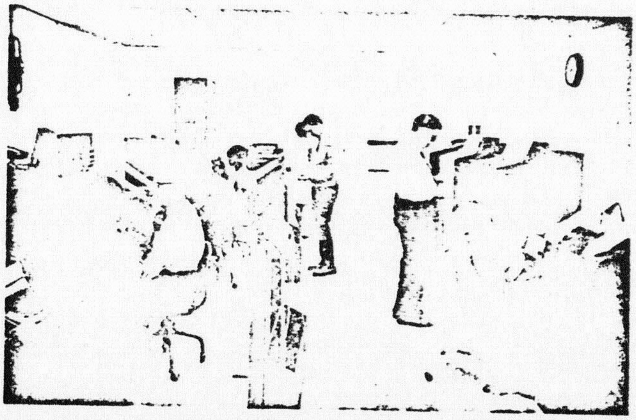
Other half step innovations were offered during fiscal 1966 by new personalities at the management level. All of the Company's 11 officers, although veterans in the organization, have been in their present positions less than four years. This is a tremendous change in management for any company, and especially for a large corporation.

These executive changes have worked out well. The new management team has carried out the basic philosophy that served the Company so well for more than a century, and it has shown originality and enthusiastic effort in updating and improving the operation. This speaks well for A&P's future.

These men share with the entire organization a zest for the search that will reveal stimulating new challenges, new dimensions and additional half step advantages. In spite of the competitiveness and exacting nature of the business, they really enjoy being part of the task of feeding this nation. And, as A&P says repeatedly in its current advertising campaign, We Really Do Care!

LIKE ICEBERG CAPS that reveal only one-ninth of their total mass, these are the tops of 45-foot-high silos at A&P's Jane Parker bakery in Flushing, N.Y. Each of the 20 silos has a capacity of 100,000 pounds of flour which can be carried through pneumatic tubes to any production area of the bakery.

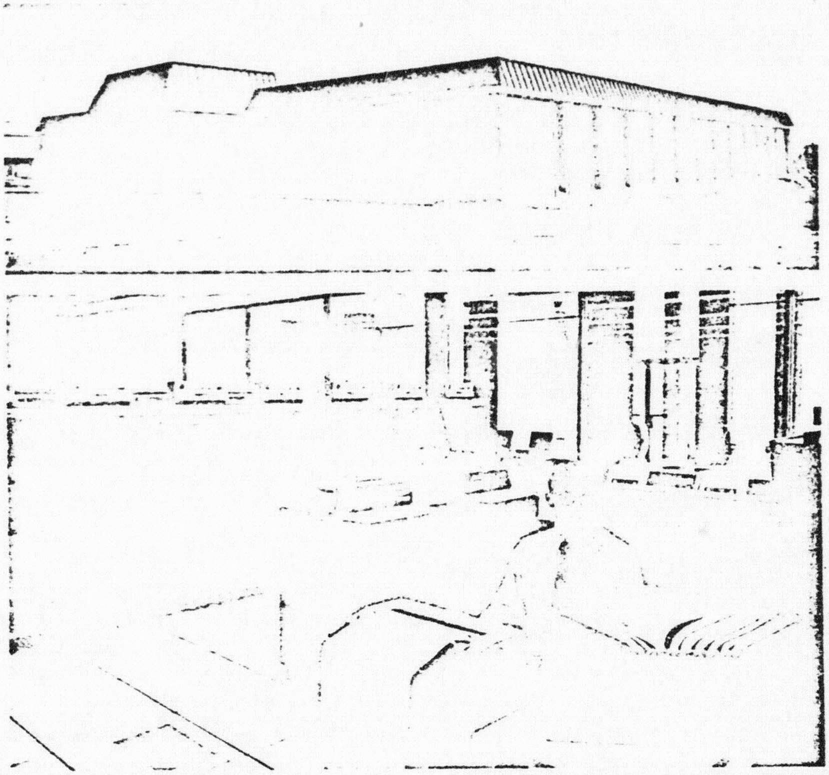
COMMUNICATIONS CENTER at A&P's National Produce Division headquarters is another example of the "half step advantages" that enable our Company to maintain its leadership. Through this vast teletype network linking A&P field buying offices and produce distribution centers, National Produce obtains fast information on availability of various commodities, supplies, crop and weather conditions, shipping and prices in the major producing areas.



VACUUM UNLOADING of carloads of flour into giant silos at A&P's Jane Parker bakery in Flushing, N.Y. eliminates the possibility of any airborne contamination of this important bakery ingredient. Flour is unloaded at the rate of 20 tons an hour and is inspected and automatically sifted while being transferred to storage silos.

CX 219 D

4014



EDP CENTER IS OPERATIVE—The Company's regional Electronic Data Processing Center is nearing completion at Piscataway Township, N. J. and is equipped with the latest available IBM and RCA computers. The 20,000-square-foot Center (top) is designed for expansion as A&P's needs for data processing are enlarged. Pictured immediately above is one of the banks of computer equipment already contributing to modernization of the Company's ordering and billing procedures.

The Great Atlantic & Pacific Tea Company, Inc.

1968 Annual Report

for the fiscal year ended February 22, 1969

EXECUTIVE OFFICES
420 Lexington Avenue, New York, N. Y. 10017

TRANSFER AGENT
Morgan Guaranty Trust Company of New York
New York, N. Y.

REGISTRAR
First National City Bank, New York, N. Y.

NOTICE OF ANNUAL MEETING
The Annual Meeting of Stockholders will be held on Tuesday, June 17, 1969 at 10 A.M. (E.D.T.) in the Ann Page plant in Horseheads, N. Y.

Comparative Highlights

For the Fiscal Year (52 Weeks) Ended	Feb. 22, 1969	Feb. 24, 1968	Feb. 25, 1967
Sales	$5,436,325,100	$5,458,823,500	$5,475,259,300
Income before income taxes	90,246,900	101,697,400	107,244,200
United States and foreign income taxes	45,000,000	45,800,000	51,005,000
Net income	45,246,900	55,897,400	56,239,200
Per share*	1.82	2.25	2.27
Per cent of sales	.83%	1.02%	1.03%
Cash dividends declared	32,264,800	39,707,100	37,840,700
Per share	1.30	1.60	1.525
Additions to property, equipment and fixtures	61,415,300	63,357,000	67,817,100
Depreciation and amortization	50,648,000	49,856,000	47,419,400
At Year-End			
Working capital	$ 317,330,500	$ 310,308,000	$ 304,704,600
Ratio of current assets to current liabilities	2.32	2.34	2.23
Property, equipment and fixtures	336,607,400	326,471,200	313,886,600
Stockholders' equity	640,492,200	627,365,700	611,097,000
Per share	25.80	25.28	24.63
Number of stores	4,713	4,724	4,693
Approximate number of stockholders	53,400	52,300	54,300

*Based on the average number of shares outstanding each year.

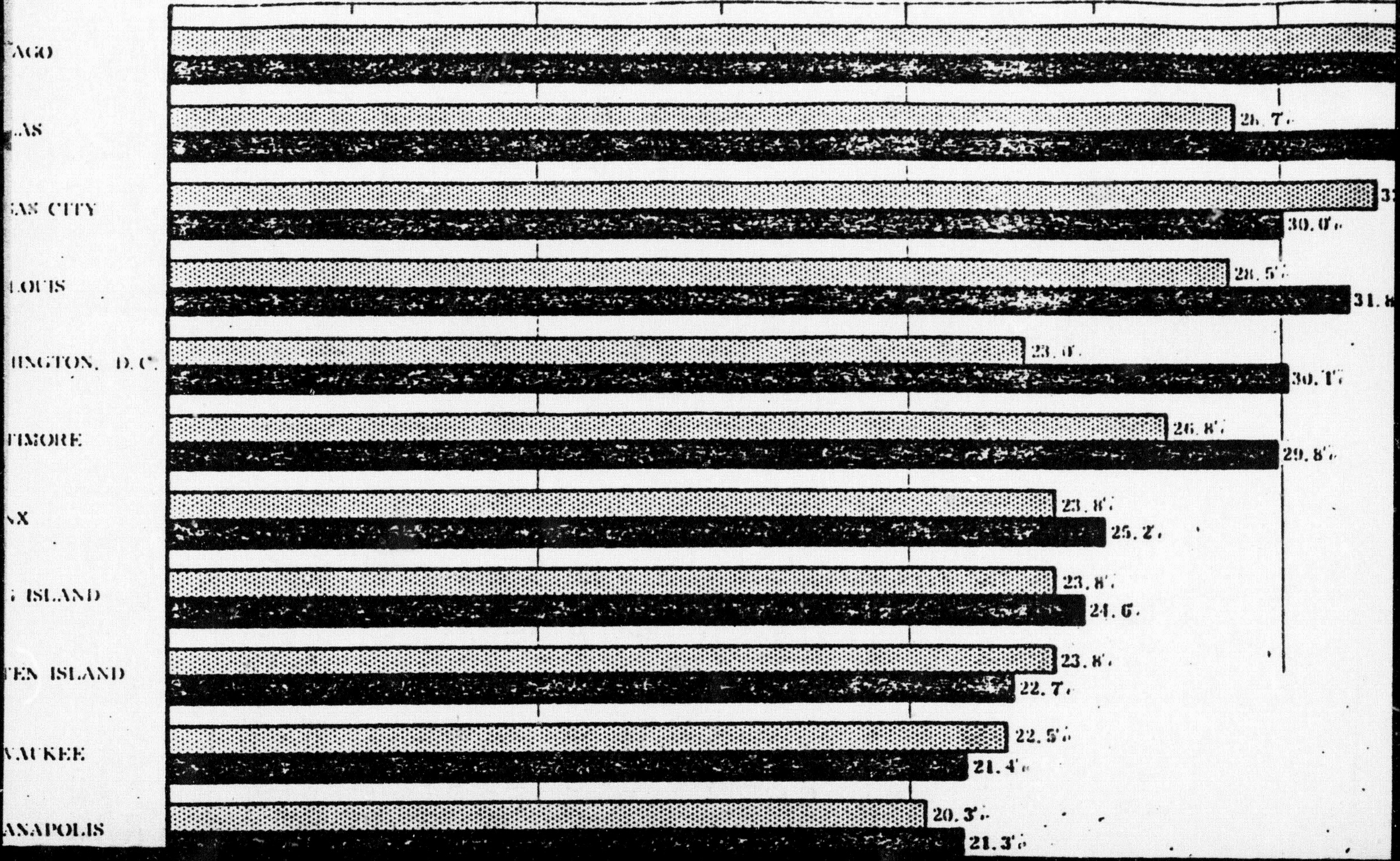
***

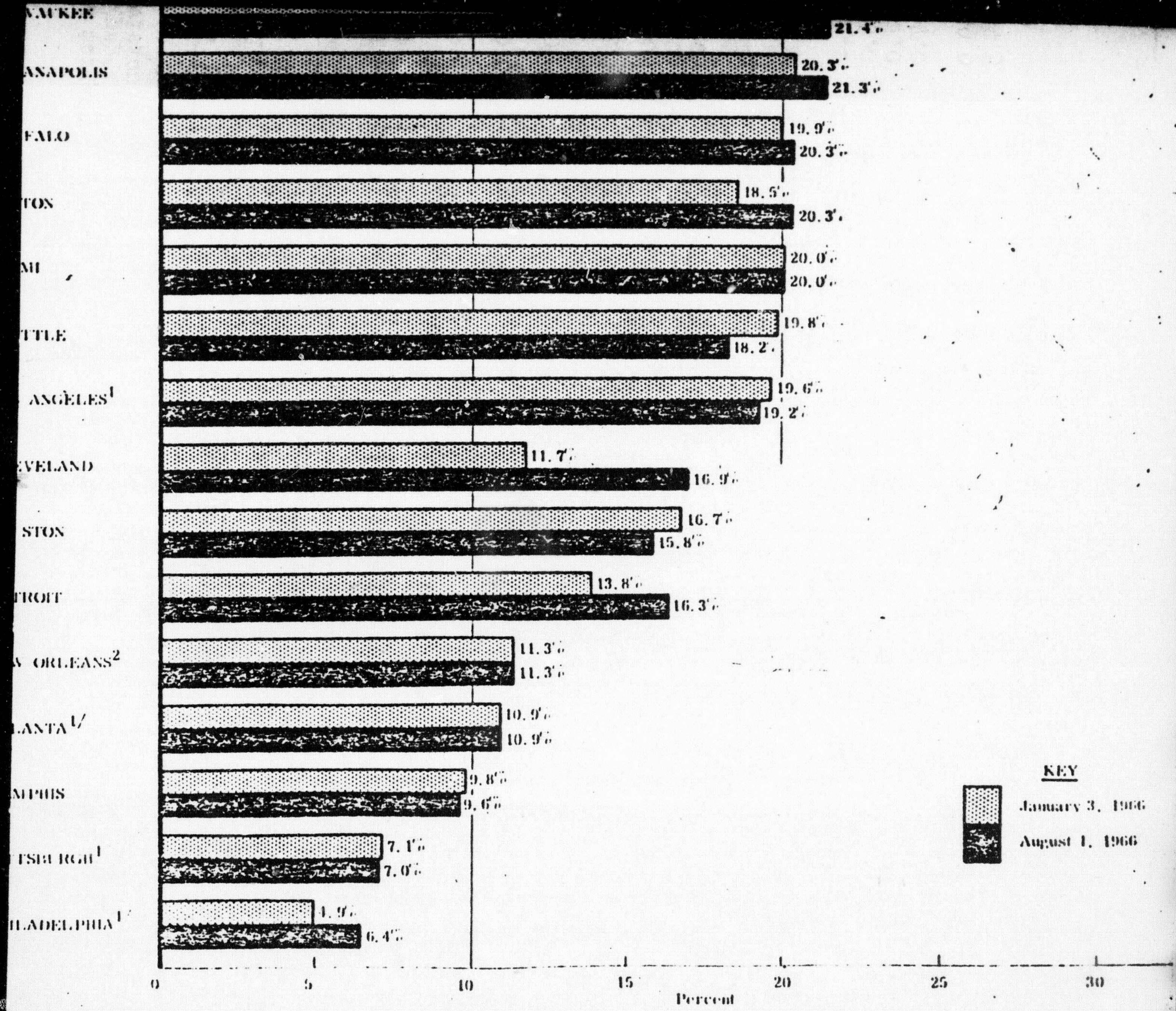
CX 221 B

A & P GROSS MARGIN ON HALF GALLONS OF MILK IN VARIOUS CITIES*

4015

January 3, 1966 and August 1, 1966





Iore than one brand of milk was sold in some cities (See CX252B-D). This chart shows only the brand(s) carrying the highest percent gross argin.

Resale prices state controlled.

Mill. law requires a 7 1/2 percent minimum mark up.

CX 252 A

A & P prices paid, resale prices, and gross margins on d
one-half gallon of homogenized fluid milk (paper cartons
and Aug. 1, 1966, by divisions

Division	Label	Jan. 3, 1966 Price Paid	Jan. 3, 1966 Resale Price	Aug. Price Paid
		cents	cents	cents
Chicago	A & P	31.24	47.0	33.76
	Borden	34.30	47.0	37.52
	J. Louis	39.69	47.0	41.04
Bronx	A & P	40.38	53.0	39.62
Long Island	A & P	40.38	53.0	39.94
Staten Island	A & P	40.38	53.0	40.96
Atlanta 1/	Atlanta	49.00	55.0	49.00
	Foremost	49.00	55.0	49.00
	Miss Georgia	49.00	55.0	49.00
	Irvindale	49.00	55.0	49.00
	Sealtest	49.00	55.0	49.00
Baltimore	A & P	--	--	41.44
	Sealtest	40.70	55.0	43.66
	Green Springs	40.28	55.0	43.89
Boston	A & P	--	--	37.47
	Brox	37.50	46.0	38.50
	Hood	40.00	47.0	41.50
	Whiting	43.00	47.0	44.00
Buffalo	Dairylea	39.26	49.0	42.26
	Sunnymeadow	38.87	44.5	41.87

4016

ifferent labels of
only) on Jan. 3

1, 1966 Resale Price	Gross Margin Jan. 3, 1966	Gross Margin Aug. 1, 1966
cents	percent	percent
51.0	33.5	33.8
51.0	27.0	26.4
51.0	15.6	19.5
53.0	23.8	25.2
53.0	23.8	24.6
53.0	23.8	22.7
55.0	10.9	10.9
55.0	10.9	10.9
55.0	10.9	10.9
55.0	10.9	10.9
55.0	10.9	10.9
59.0	--	29.8
59.0	26.0	26.0
57.0	26.8	23.0
47.0	--	20.3
47.0	18.5	18.1
48.0	14.9	13.5
48.0	8.5	8.3
53.0	19.9	20.3
49.5	12.7	15.4

CX252B

Division	Label
Cleveland	A & P
Dallas	A & P Borden
Detroit	A & P
Houston	A & P Borden Carnation
Indianapolis	A & P
Kansas City	Borden Econoway
Los Angeles 1/	Adohr Foremost Knudsen
Miami	Borden McArthur Sealtest
Memphis	Sealtest Dean
Milwaukee	Borden Sealtest

Jan. 3, 1966		Aug. 1, 1966		Gross Margin	
Price Paid	Resale Price	Price Paid	Resale Price	Jan. 3, 1966	Aug. 1, 1966
cents	cents	cents	cents	percent	percent
33.11	37.5	37.00	44.5	11.7	16.9
34.58	48.5	38.10	57.0	28.7	33.2
40.00	51.0	47.00	59.0	21.6	20.3
33.19	38.5	37.24	44.5	13.8	16.3
37.50	45.0	43.50	51.0	16.7	14.7
44.75	51.0	49.50	57.0	12.3	13.2
--	--	48.00	57.0	--	15.8
30.68	38.5	/ 33.44	42.5	20.3	21.3
31.67	47.0	/ 34.29	49.0	32.6	30.0
30.67	44.0	33.29	45.0	30.3	26.0
37.8	47.0	39.2	48.5	19.6	19.2
38.2	47.0	39.6	48.5	18.7	18.4
37.8	47.0	39.2	48.5	19.6	19.2
48.8	61.0	52.8	66.0	20.0	20.0
48.8	61.0	52.8	66.0	20.0	20.0
48.8	61.0	52.8	66.0	20.0	20.0
37.0	41.0	42.5	47.0	9.8	9.6
37.0	41.0	42.5	47.0	9.8	9.6
30.6	39.5	34.6	44.0	22.5	21.4
--	--	34.6	44.0	--	21.4

4017

cx252c

Division	Label	Jan. 3, 1966 Price Paid	Jan. 3, 1966 Resale Price	Aug. Price Paid
		cents	cents	cents
New Orleans 2/	Borden	47.0	53.0	47.0
	Browns Velvet	47.0	53.0	47.0
	Gold Seal	47.0	53.0	47.0
	Sealtest	47.0	53.0	47.0
	Walker-Roemer	47.0	53.0	47.0
Philadelphia 1/	Sylvan Seal (Extra Rich)	50.5	53.0	53.5
	Sylvan Seal (Choice)	48.5	51.0	51.5
Pittsburgh 1/	Otto	45.5	49.0	46.5
Seattle	Carnation	39.29	49.0	42.53
	Foremost	39.29	49.0	42.53
St. Louis	A & P	33.24	46.5	35.48
	Adams	33.24	46.5	35.48
Washington, D.C.	A & P (HVD)	--	--	41.93
	A & P	--	--	41.25
	Sealtest (HVD)	41.58	54.0	46.20
	Sealtest	37.73	49.0	42.35

1/ Resales prices state controlled.

2/ Milk law requires a 7 1/2 percent minimum mark up.

(--) Means none.

S: A & P submission to Federal Trade Commission pursuant
Price Survey.

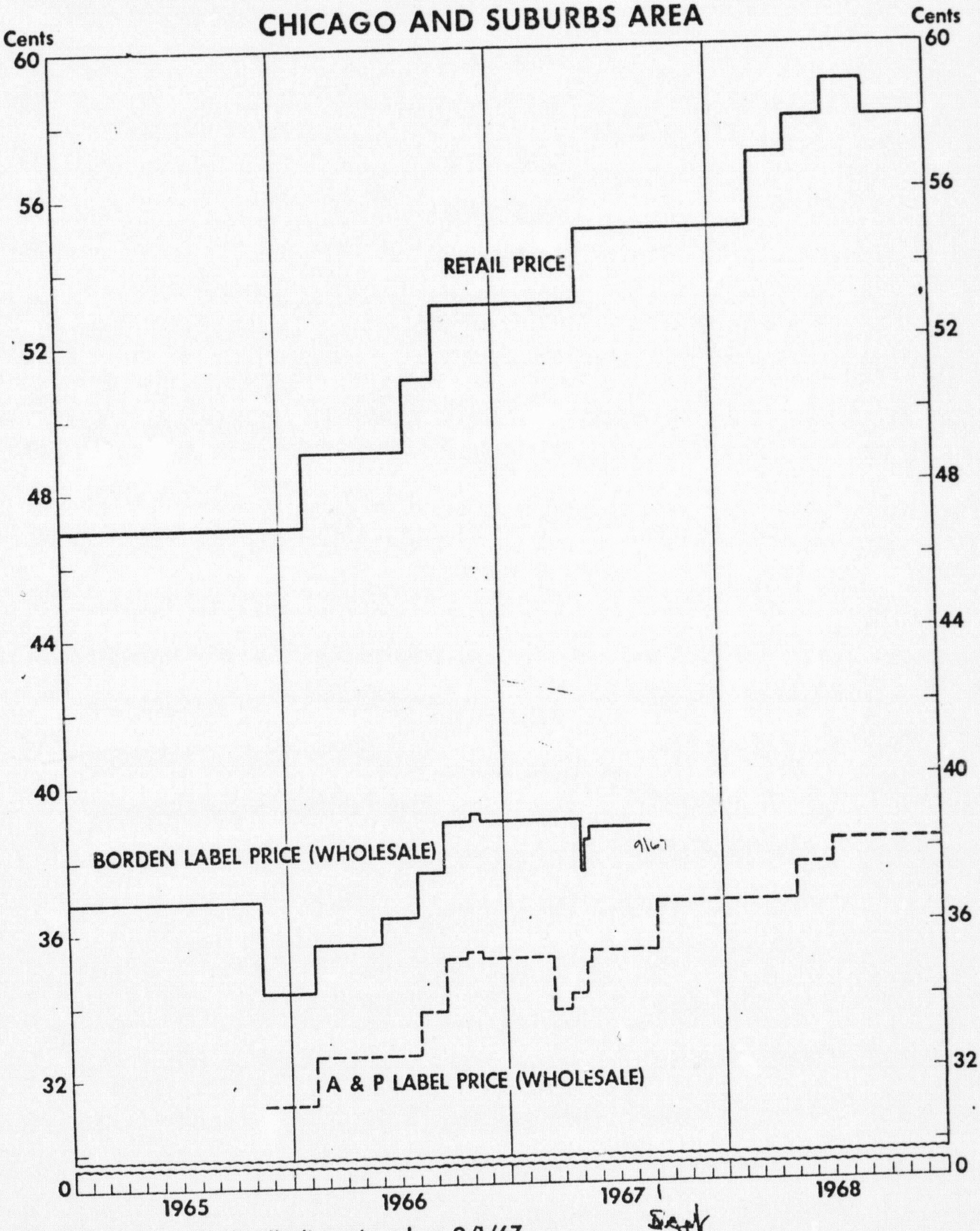
1, 1966 Resale Price	Gross Margin Jan. 3, 1966	Gross Margin Aug. 1, 1966
cents	percent	percent
53.0	11.3	11.3
53.0	11.3	11.3
53.0	11.3	11.3
53.0	11.3	11.3
53.0	11.3	11.3
57.0	4.7	6.1
55.0	4.9	6.4
50.0	7.1	7.0
52.0	19.8	18.2
52.0	19.8	18.2
52.0	28.5	31.8
52.0	28.5	31.8
60.0	--	30.1
55.0	--	25.0
60.0	23.0	23.0
55.0	23.0	23.0

to 1966 Milk and Bread

CX 255 A

A & P'S WHOLESALE COST FOR 1/2 GALLONS OF A & P AND BORDEN LABEL MILK COMPARED TO ITS RETAIL PRICE: 1965-1968

CHICAGO AND SUBURBS AREA



NOTE: Borden label milk discontinued on 9/1/67.

SOURCE: A & P Price Books and Borden's weekly billings to A & P (A & P Invoices).

CX 255

Chicag

Price Change Effective		Homo-Gallon-Paper				Homo-1/2 Gallon-Paper			
		A & P Label		Borden Label		A & P Label		Borden Label	
Week Ending 1/	Specific Date 2/	Wholesale	Retail	Wholesale	Retail	Wholesale	Retail	Wholesale	Retail
1/2/65 6/		3/		$.7371	$.89	3/		$.3685	$.47
11/20/65 4/		$.6248	$.89	$.6860	NC	$.3124	$.47	.3430	NC
	2/7/66		.93		.93		.49		.49
2/12/66		.6508		5/		.3254		.3560	
2/19/66		NC		.7120		NC		NC	
	2/21/66		.89		.89		NC		NC
6/4/66		NC		.7260		NC		.3630	
	6/20/66		NC		NC		NC		NC
	7/18/66		NC		NC		NC		NC
	7/25/66		NC		NC		NC		NC
	8/1/66		.93		.93		.51		.51
8/6/66		.6752		.7504		.3376		.3752	
	8/12/66		NC		NC		NC		NC
	9/19/66		.97		.97		.53		.53
9/24/66		.7028		.7780		.3514		.3890	
	9/26/66		.95		.95		NC		NC
10/29/66		.7068		5/		.3534		5/	
11/5/66		NC		5/		NC		.3910	
11/12/66		NC		5/		NC		NC	
11/19/66 6/		NC	NC	5/		NC	NC	5/	
11/26/66		.7028	NC	5/		.3514	NC	.3890	NC
1/7/67		NC	NC	5/		NC	NC	NC	NC
3/18/67		.6752	NC	5/		.3376	NC	5/	
4/15/67		.6832	NC	5/		.3416	NC	5/	
4/22/67		NC	NC	5/		NC	NC	5/	
5/6/67		NC	NC	.7504	NC	NC	NC	.3752	NC
5/13/67		.7004	NC	5/		.3502	NC	.3838	NC
5/20/67		.7068	.88	.7740	.98	.3534	.55	.3870	.55
5/27/67		NC	.98	5/		NC	NC	NC	NC
9/9/67		.7328	.99	5/		.3664	NC	5/	
	10/25/67		.93		.93		NC		NC
	2/26/68		NC		NC		.57		.57
3/2/68		NC		5/		NC		5/	
	3/4/68		NC		NC		NC		NC
3/9/68		NC		5/		NC		5/	
	5/3/68		.95		.95		NC		NC
5/4/68		.7524		5/		.3762		5/	
	5/8/68		.96		.96		.58		.58
	7/2/68		.98		.98		.59		.59
7/6/68		.7656		5/		.3828		5/	
	9/16/68		NC		NC		.58		.58

No price changes during period 9/17/68 through 12/31/68.

1/ Source: Borden Company Weekly Billings of A & P Store Summaries for Chicago and Suburbs Area.

2/ Source: A & P Price Books.

3/ A & P label milk purchases started 11/1/65.

4/ A & P billings for weeks ending 11/6/65, 11/13/65, and 11/27/65 not available.

5/ A & P store did not purchase this item at this time.

6/ Since Price Pool Data was not available for periods 1/2/65-2/6/66 and 11/16/66-10/24/67, retail price

NC denotes no change in price.

o and Suburbs Area

Homo-Quart-Paper				2%-1/2 Gallon-Paper				Skim-1/2 Gallon-Paper			
A & P Label		Borden Label		A & P Label		Borden Label		A & P Label		Borden Label	
Wholesale	Retail	Wholesale	Retail	Wholesale	Retail	Wholesale	Retail	Wholesale	Retail	Wholesale	Retail
3/		$.20	$.26	3/		$.3453	$.45	3/		$.3453	$.45
$.1712	$.26	.1855	NC	$.2914	$.45	.3220	NC	$.2834	$.45	.3220	NC
	.27		.27		.47		.47		.47		.47
.1777		.1920		.3044		.3350		.2964		.3350	
NC		NC		NC		NC		NC		NC	
	NC		NC		NC		NC		NC		NC
NC		.1955		NC		.3420		NC		.3420	
	NC		NC		.48		.48		.48		.48
	.28		.28		NC		NC		NC		NC
	NC		NC		.49		.49		.49		.49
	.29		.29		.51		.51		.51		.51
.1838		.2016		.3166		.3542		.3086		.3542	
	.28		.28		.49		.49		.49		.49
	.29		.29		.51		.51		.51		.51
.1907		.2085		.3304		.3680		.3224		.3680	
	NC		NC		NC		NC		NC		NC
.1917		5/		.3324		5/		.3244		5/	
NC		5/		NC		5/		NC		5/	
NC		.2095		NC		5/		NC		5/	
NC	NC	5/		NC	NC	5/		NC	NC	.3700	NC
.1907	NC	5/		.3304	NC	5/		.3224	NC	.3680	NC
NC	NC	.2085	NC	NC	NC	5/		NC	NC	NC	NC
.1838	NC	5/		.3166	NC	5/		.3086	NC	5/	
.1858	NC	5/		.3206	NC	5/		.3126	NC	5/	
NC	NC	.2016	NC	NC	NC	5/		NC	NC	5/	
NC	NC	NC	NC	NC	NC	.3542	NC	NC	NC	.3542	NC
.1901	NC	5/		.3292	NC	5/		.3212	NC	5/	
.1917	.30	5/		.3324	.53	5/		.3244	.53	5/	
NC	NC	.2075	.30	NC	NC	.3660	.53	NC	NC	.3660	.53
.1982	.31	5/		.3454	.54	.3792	.54	.3374	.54	5/	
	NC		.31		NC		NC		NC		.54
	NC		NC		.55		.55		.39		.39
NC		5/		NC		5/		.30		5/	
	NC		NC		NC		NC		.55		.55
NC		5/		NC		5/		.3374		5/	
	NC		NC		NC		NC		NC		NC
.2031		5/		.3552		5/		.3472		5/	
	.32		.32		.56		.56		NC		NC
	NC		NC		.58		.58		.57		.57
.2064		5/		.3618		5/		.3538		5/	
	NC		NC		.57		.57		NC		NC

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s shown on Borden Company Weekly Billings were used for these periods.

ICE LIST PAGE

CHICAGO UNI **4021** DATE 2/17/66

COMMODITY - DESCRIPTION	SIZE		ZONE 1	ZONE 2	ZONE 3	COMMODITY - DESCRIPTION	SIZE		ZONE 1	ZONE 2
BORDEN MILK										
MILK	GAL	A	*83	ANTIOCH						
MILK	½GAL	A	*49	AURORA						
MILK	QT	A	*27	CRYSTAL						
MILK CTN	GAL		89	LAKE						
BORDEN 2%	½GAL	A	*47	FOX LAKE						
BORDEN 2%	GAL	A	*79	JOLIET						
MILK SKIM LOCKPORT	QT	A	*26							
MILK SKIM	½GAL	A	*47	MCHENRY						
BUTTERMILK	½GAL	A	*49	WAUCONDA						
BUTTERMILK	QT	A	*27	WOODSTOCK						
MILK CHOC CARRY PK	4-½ PT	A	*37	ZION						
MILK DUTCH CHOC	QT	A	*35							
CHOCOLATE SHAKE	½ PT	A	*2/27							
DUTCH CHOC SKIM	½GAL	A	*47							
HALF & HALF	PT		39							
HALF & HALF	QT	A	*77							
WHIPPING CREAM	½ PT	A	*41							
SOUR CREAM	16 z		69							
SOUR CREAM	8 z		39							
YOGURT	8 z		29							
TRIPLE WHIP	8 z		55							
SOUR HALF & HALF	PT		49							
EGG NOG	QT		55							
EGG NOG	½GAL		95							
BLEP	QT		31							
FRUIT DRINKS	QT		2/39							
FRUIT DRINKS	½GAL		35							
DEPOSIT BOTTLES	GAL		15							

CX256

CHICAGO UNIT 4022 DATE 2/7/66

COMMODITY - DESCRIPTION	SIZE		ZONE 1	ZONE 2	ZONE 3	COMMODITY - DESCRIPTION	SIZE		ZONE 1	ZONE 2
BORDEN MILK										
MILK	GAL		79	ANTIOCH						
MILK	½GAL		47	AURORA						
MILK	QT		26	CRYSTAL						
MILK CTN	GAL		89	LAKE						
GAIL BORDEN	½GAL		49	FOX LAKE						
BORDEN 2%	½GAL		45	JOLIET						
BORDEN 2%	GAL		75	LOCKPORT						
MILK SKIM	QT		25	MCHENRY						
MILK SKIM	½GAL		45	WAUCONDA						
BUTTERMILK	½GAL		47	WOODSTOCK						
BUTTERMILK	QT		26	ZION						
MILK CHOC CARRY PK 4-	½ PT		35							
MILK DUTCH CHOC	QT		33							
CHOCOLATE SHAKE	½ PT		2/25							
DUTCH CHOC SKIM	½GAL		45							
HALF & HALF	PT		39							
HALF & HALF	QT		75							
WHIPPING CREAM	½ PT		40							
SOUR CREAM	16 z		69							
SOUR CREAM	8 z		39							
YOGURT	8 z		29							
TRIPLE WHIP	8 z		55							
SOUR HALF & HALF	PT		49							
EGG NOG	QT		55							
EGG NOG	½GAL		95							
BEEP	QT		31							
FRUIT DRINKS	QT		2/39							
FRUIT DRINKS	½GAL		35							
DEPOSIT BOTTLES	GAL		15							
ELGIN ONLY										
A&P MILK CTN	½GAL		2/85							

PRICE LIST NO. 7

36-X23

PRICE LIST HE GREAT ATLANTIC & PACIFIC TEA , INC. PAGE DAIRY 8

CHICAGO UNIT 4023 DATE 2/21/66

COMMODITY - DESCRIPTION	SIZE		XXXXXXXXXXXXXXXXXX		COMMODITY - DESCRIPTION	SIZE		XXXXXXXX	3.
				CHGO &					
BORDEN MILK *ALSO A & P				SUBURBS	WEBER DAIRY - JOLIET STORES ONLY				
CHICAGO METROPOLITAN AREA				INCLUDING	BUTTERMILK	QT	A	*27	
MILK	GAL		83	ARLINGTN HTS	CHOCOLATE	QT	A	*35	
*MILK	½GAL		49	BERWYN, BLUE	HALF & HALF	PT		39	
*MILK	QT		27	ISLAND,	MILK	QT	A	*27	
*MILK CTN	GAL	R	*89	BROOKFIELD	MILK	½GAL	A	*49	
*BORDEN 2%	½GAL		47	CHGO HTS	MILK	GAL	A	*83	
BORDEN 2%	GAL		79	CICERO	SOUR CREAM	½PT		39	
*MILK SKIM	QT		26	DESPLAINES	2%	½GAL	A	*47	
*MILK SKIM	½GAL		47	DOLTON	WHIPPING CREAM	½ PT	A	*41	
*BUTTERMILK	½GAL		49	DOWNERS GR	SKIM MILK	QT	A	*26	
*BUTTERMILK	QT		27	ELMHURST	ORANGE JUICE	QT		25	
MILK CHOC CARRY PK	4-½ PT		37	EVANSTON					
*MILK DUTCH CHOC	QT		35	FRANKIN PK	BOTTLE DEPOSIT GAL 15ct				
CHOCOLATE SHAKE	½ PT		2/27	EVERGRN PK	ALL OTHER 2ct				
DUTCH CHOC SKIM	½GAL		47	GLENVIEW					
*HALF & HALF	PT		39	GLENN ELLYN					
HALF & HALF	QT		77	HARVEY					
*WHIPPING CREAM	½ PT		41	HOMEWOOD					
SOUR CREAM	-16 z		69	LA GRANGE	JOE LOUIS MILK CO				5041 PRAI
SOUR CREAM	8 z		39	LOMBARD	MILK	GAL		83	4729 WABAS
YOGURT	8 z		29	MAYWOOD	MILK	QT		27	6525 COT
TRIPLE WHIP	8 z		55	NORTHBROOK	MILK	½GAL		49	GRO
SOUR HALF & HALF	PT		49	OAKLAWN	BUTTERMILK	QT		27	109 E [illegible]
EGG NOG	QT		55	OAK PARK	BUTTERMILK	½GAL		49	7122 VIN
EGG NOG	½GAL		95	RICHTON PK	EGG NOG	QT		55	642 E 47T
BEEP	QT		31	PALATINE	HALF & HALF	PT		39	735PERS
FRUIT DRINKS	QT		2/39	PK RIDGE	BUTTERMILK	GAL		83	6319V
FRUIT DRINKS	½GAL		35	SKOKIE, SUMMT	MILK TWIN PACK	GAL		93	5833W
				WSTRN SPRINGS					1014 E.43
				VILLA PK					1640M
				WINNETKA	FOR 1201 W 115TH ST ONLY				3546R
DEPOSIT BOTTLES	GAL		15	BARRINGTON	VEM	½GAL		47	2600JACKS
				BATAVIA	SKIM MILK	½GAL		47	1313RA
				DUNDEE, ELGIN	SKIM MILK	QT		26	3333M
ELGIN ONLY				HIGHLAND PK					1836PULAS
A&P MILK CTN	½GAL		2/89	HIGHWOOD					7537 STA
				LAKE BLUFF					1401MASS
				LAKE FOREST					8007 CO
				LEMONT					2353WENT
				LIBERTYVILE					1433 CLY
				NAPERVILLE					300 E 35
				ST. CHARLES					2132
				WAUKEGAN					3450GRANT
				PLAINFIELD					GARY
									1201 W 11

CX-456

PRICE LIST NO. 7

4024

CHICAGO UNIT

DATE 2/8/66

COMMODITY - DESCRIPTION	SIZE				COMMODITY - DESCRIPTION	SIZE			
				CHGO &					
BORDEN MILK *ALSO A & P				SUBURBS	WEBER DAIRY - JOLIET STORES ONLY				
CHICAGO METROPOLITAN AREA				INCLUDING	BUTTERMILK	QT		26	
MILK	GAL		83	ARLINGTN HTS	CHOCOLATE	QT		33	
*MILK	½GAL		49	BERWYN, BLUE	HALF & HALF	PT		39	
*MILK	QT		27	ISLAND,	MILK	QT		26	
*MILK CTN	GAL		93	BROOKFIELD	MILK	½GAL		47	
*BORDEN 2%	½GAL		47	CHGO HTS	MILK	GAL	A	*83	
BORDEN 2%	GAL		79	CICERO	SOUR CREAM	½PT		39	
*MILK SKIM	QT		26	DESPLAINES	2%	½GAL		45	
*MILK SKIM	½GAL		47	DOLTON	WHIPPING CREAM	½ PT		40	
*BUTTERMILK	½GAL		49	DOWNERS GR	SKIM MILK	QT		25	
*BUTTERMILK	QT		27	ELMHURST	ORANGE JUICE	QT		25	
MILK CHOC CARRY PK 4-½ PT			37	EVANSTON					
*MILK DUTCH CHOC	QT		35	FRANKIN PK	BOTTLE DEPOSIT GAL 15ct				
CHOCOLATE SHAKE	½ PT		2/27	EVERGRN PK	ALL OTHER 2ct				
DUTCH CHOC SKIM	½GAL		47	GLENVIEW					
*HALF & HALF	PT		39	GLENN ELLYN					
HALF & HALF	QT		77	HARVEY					
*WHIPPING CREAM	½ PT		41	HOMEWOOD					
SOUR CREAM	16 z		69	LA GRANGE	JOE LOUIS MILK CO				5041 PRAI
SOUR CREAM	8 z		39	LOMBARD	MILK	GAL		83	4729 WABA
YOGURT	8 z		29	MAYWOOD	MILK	QT		27	6525 COT
TRIPLE WHIP	8 z		55	NORTHBROOK	MILK	½GAL		49	GRO
SOUR HALF & HALF	PT		49	OAKLAWN	BUTTERMILK	QT		27	109 E 43
EGG NOG	QT		55	OAK PARK	BUTTERMILK	½GAL		49	7122 VIN
EGG NOG	½GAL		95	RICHTON PK	EGG NOG	QT		55	642 E 47
BEEP	QT		31	PALATINE	HALF & HALF	PT		39	735PERSH
FRUIT DRINKS	QT		2/39	PK RIDGE	BUTTERMILK	GAL		83	6319VERN
FRUIT DRINKS	½GAL		35	SKOKIE, SUMMI	MILK TWIN PACK	GAL		93	5833WENTW
				WSTRN SPRINGS					1014 E.4
				VILLA PK					1640MADIS
				WINNETKA	FOR 1201 W 115TH ST ONLY				3548ROOS
DEPOSIT BOTTLES	GAL		15	BARRINGTON	VEM	½GAL		47	2600JACKS
				BATAVIA	SKIM MILK	½GAL		47	1313RACI
				DUNDEE, ELGIN	SKIM MILK	QT		26	3333MADIS
ELGIN ONLY				HIGHLAND PK					1836PULAS
A&P MILK CTN	½GAL		2/89	HIGHWOOD					7537 STA
				LAKE BLUFF					1401MASS
				LAKE FOREST					8007 COT
				LEMONT					2353WENTW
				LIBERTYVILE					1433 CL
				NAPERVILLE					300 E 35
				ST.CHARLES					2132 W
				WAUKEGAN					3450GRAN
				PLAINFIELD					GARY
									1201 W 1

PRICE LIST NO. 7

CHICAGO UNIT 4025 DATE 2/7/66

COMMODITY - DESCRIPTION	SIZE				COMMODITY - DESCRIPTION	SIZE			
				CHGO &					
BORDEN MILK *ALSO A & P				SUBURBS	WEBER DAIRY - JOLIET STORES ONLY				
CHICAGO METROPOLITAN AREA				INCLUDING	BUTTERMILK	QT		26	
MILK	GAL	A	*83	ARLINGTN HTS	CHOCOLATE	QT		33	
*MILK	½GAL	A	*49	BERWYN, BLUE	HALF & HALF	PT		39	
*MILK	QT	A	*27	ISLAND,	MILK	QT		26	
*MILK CTN	GAL	A	*93	BROOKFIELD	MILK	½GAL		47	
*BORDEN 2%	½GAL	A	*47	CHGO HTS	MILK	GAL		79	
BORDEN 2%	GAL	A	*79	CICERO	SOUR CREAM	½PT		39	
*MILK SKIM	QT	A	*26	DESPLAINES	2%	½GAL		45	
*MILK SKIM	½GAL	A	*47	DOLTON	WHIPPING CREAM	½ PT		40	
*BUTTERMILK	½GAL	A	*49	DOWNERS GR	SKIM MILK	QT		25	
*BUTTERMILK	QT	A	*27	ELMHURST	ORANGE JUICE	QT		25	
MILK CHOC CARRY PK 4-½	PT	A	*37	EVANSTON					
*MILK DUTCH CHOC	QT	A	*35	FRANKIN PK	BOTTLE DEPOSIT GAL 15ct				
CHOCOLATE SHAKE	½ PT	A	*2/27	EVERGRN PK	ALL OTHER 2ct				
DUTCH CHOC SKIM	½GAL	A	*47	GLENVIEW					
*HALF & HALF	PT		39	GLENN ELLYN					
HALF & HALF	QT	A	*77	HARVEY					
*WHIPPING CREAM	½ PT	A	*41	HOMEWOOD					
SOUR CREAM	16 z		69	LA GRANGE	JOE LOUIS MILK CO				5041 FRAI
SOUR CREAM	8 z		39	LOMBARD	MILK	GAL	A	*83	4729 WABA
YOGURT	8 z		29	MAYWOOD	MILK	QT	A	*27	6525 COTT
TRIPLE WHIP	8 z		55	NORTHBROOK	MILK	½GAL	A	*49	GROV
SOUR HALF & HALF	PT		49	OAKLAWN	BUTTERMILK	QT	A	*27	109 E 43R
EGG NOG	QT		55	OAK PARK	BUTTERMILK	½GAL	A	*49	7122 VINC
EGG NOG	½GAL		95	RICHTON PK	EGG NOG	QT		55	642 E 47T
BEEP	QT		31	PALATINE	HALF & HALF	PT		39	735PERSH
FRUIT DRINKS	QT		2/39	PK RIDGE	BUTTERMILK	GAL	A	*83	6319VERNO
FRUIT DRINKS	½GAL		35	SKOKIE,SUMMT	MILK TWIN PACK	GAL	A	*93	5833WNTWO
				WSTRN SPRINGS					1014 E 43
				VILLA PK					1640MADIS
				WINNETKA	FOR 1201 W 115TH ST ONLY				3548ROOSV
DEPOSIT BOTTLES	GAL		15	BARRINGTON	VEM	½GAL	A	*47	2600JACKS
				BATAVIA	SKIM MILK	½GAL	A	*47	1313RACIN
				DUNDEE,ELGIN	SKIM MILK	QT	A	*26	3333MADI
ELGIN ONLY				HIGHLAND PK					1836PULAS
A&P MILK CTN	½GAL	A	*2/89	HIGHWOOD					7537 STAT
				LAKE BLUFF					1401MASS
				LAKE FOREST					8007 COTT
				LEMONT					2353WENT
				LIBERTYVILE					1433 OLY
				NAPERVILLE					300 E 35T
				ST.CHARLES					2132 W LA
				WAUKEGAN					3450GRAN
				PLAINFIELD					GARY
									1201 W 11

PRICE LIST NO. 7

PRICE LIST THE GREAT ATLANTIC & PACIFIC TEA CO. INC. PAGE

4026

CHICAGO UNIT DATE 3/[illegible]/66

COMMODITY - DESCRIPTION	SIZE		BORDEN INDIANA BRCH (HAMMOND, GARY, E.CHGO, PORTAGE, WHITING, HOBART, CHESTERTON, MUNSTER		VALPO
MILK GLASS	GAL	R	83		*75
*MILK	½GAL		49		43
*MILK	QT		27		26
MILK CTN A&P	GAL	R	93		*79
*BORDENS 2%	½GAL		47		41
BORDENS 2%	GAL		79		75
*MILK SKIM	QT		26		24
*MILK SKIM	½GAL		47		39
*BUTTERMILK	½GAL		49		45
*BUTTERMILK	QT		27		24
MILK CHOC CARRY PK 4-½ PT			37		35
*DUTCH CHOC MILK	QT		35		33
CHOCOLATE SHAKE	½ PT		2/27		2/27
DUTCH CHOC SKIM	½GAL		47		45
*HALF & HALF	PT		39		39
HALF & HALF	QT		77		--
*WHIPPING CREAM	½ PT		41		39
SOUR CREAM	16 z		69		69
SOUR CREAM	8 z		39		35
YOGURT	8 z		29		29
TRIPLE WHIP	8 z		55		55
SOUR HALF & HALF	PT		49		49
*EGG NOG	QT		55		55
BEEP	QT		31		
FRUIT DRINKS	QT		2/35		23
FRUIT DRINKS	½GAL		35		35

* ALSO A & P

* ALSO A & P BORDEN SERVING		MISHAWAKA SO BEND	ELKHART	GOSHEN
MILK	GAL	87	79	79
*MILK	½GAL	48	47	43
*MILK	QT	25	25	25
MILK CTN A & P	GAL	93	83	83
*BORDENS 2%	½GAL	44	43	41
*MILK SKIM	QT	23	23	24
*MILK SKIM	½GAL	39	39	39
*BUTTERMILK	½GAL	46	46	47
*BUTTERMILK	QT	24	24	24
BORDEN 2% CTN	GAL	77	71	73
*DUTCH CHOC MILK	QT	29	29	29
DUTCH CHOC SKIM	½GAL	41	41	41
*HALF & HALF	PT	37	37	37
*WHIPPING CREAM	½ PT	39	39	39
SOUR CREAM	16 z	59	59	60
SOUR CREAM	8 z	30	30	30
YOGURT	8 z	29	29	29
TRIPLE WHIP	8 z	55	55	55
SOUR HALF & HALF	PT	49	49	49
*EGG NOG	QT	55	55	55
BEEP	QT	29	31	31
FRUIT DRINKS	QT	20	20	20
FRUIT DRINKS	½GAL	35	35	35
BORDEN SHAKES	½ PT	2/27	2/27	2/27

BORDEN INDIANA BRANCH SERVING * ALSO A & P	SIZE	MICH CITY		LAPORT	KNOX CULVER WALKERTON
MILK	GAL	87		87	83
*MILK	½GAL	47		47	46
*MILK	QT	25		25	25
MILK CTN A&P	GAL	89		89	85
BORDENS 2%	GAL	75		79	69
*BORDENS 2%	½GAL	43		43	43
*MILK SKIM	QT	22		22	24
*MILK SKIM	½GAL	40		40	40
*BUTTERMILK	½GAL	47		47	47
*BUTTERMILK	QT	25		25	25
BORDEN 2% CTN	GAL	83		83	79
*DUTCH CHOC MILK	QT	29		29	31
DUTCH CHOC SKIM	½GAL	45		43	45
*HALF & HALF	PT	39		39	39
*WHIPPING CREAM	½ PT	40		39	40
SOUR CREAM	16 z	60		59	66
SOUR CREAM	8 z	33		33	34
YOGURT	8 z	29		29	29
TRIPLE WHIP	8 z	55		55	55
SOUR HALF & HALF	PT	49		49	49
*EGG NOG	QT	55		55	55
BEEPP	QT	31		31	31
FRUIT DRINKS	QT	20		20	23
FRUIT DRINKS	½GAL	35		35	35
DEPOSIT GALLON		15		15	15
DEPOSIT QT		02		02	02

SPECIAL PRICES
WALKERTON -KNOX

MILK	GAL	75
MILK	½GAL	41
MILK CTN	GAL	79

CULVER

MILK	GAL	79
MILK	½GAL	2/83
MILK CTN	GAL	83

PRICE LIST NO. 7

PRICE LIST HE GREAT ATLANTIC & PACIFIC TE . INC. PAGE

4027

CHICAGO UNIT DATE 2/8/66

COMMODITY - DESCRIPTION	SIZE		[illegible]		
BORDEN INDIANA BRCH (HAMMOND, GARY, E.CHGO, PORTAGE WHITING, HOBART, CHESTERTON, MUNSTER					VALPO
MILK GLASS	GAL	A	*83		73
*MILK	½GAL	A	*49		41
*MILK	QT	A	*27		25
MILK CTN A&P	GAL	A	*93		77
*BORDENS 2%	½GAL	A	*47		39
BORDENS 2%	GAL	A	*79		71
*MILK SKIM	QT	A	*26		23
*MILK SKIM	½GAL	A	*47		37
*BUTTERMILK	½GAL	A	*49		43
*BUTTERMILK	QT	A	*27		23
MILK CHOC CARRY PK 4-½ PT		A	*37		33
*DUTCH CHOC MILK	QT	A	*35		31
CHOCOLATE SHAKE	½ PT	A	*2/27		2/25
DUTCH CHOC SKIM	½GAL	A	*47		43
*HALF & HALF	PT		39		39
HALF & HALF	QT	A	*77		--
*WHIPPING CREAM	½ PT	A	*41		39
SOUR CREAM	16 z		69		65
SOUR CREAM	6 z		39		33
YOGURT	8 z		29		29
TRIPLE WHIP	8 z		55		55
SOUR HALF & HALF	PT		49		49
*EGG NOG	QT		55		55
BEEP	QT		31		
FRUIT DRINKS	QT		2/35		23
FRUIT DRINKS	½GAL		35		35
* ALSO A & P					
* ALSO A & P					
BORDEN SERVING			MISHAWAKA SO BEND	ELKHART	GOSHEN
MILK	GAL		83	73	73
*MILK	½GAL		46	45	41
*MILK	QT		24	24	24
MILK CTN A & P	GAL		89	77	77
*BORDENS 2%	½GAL		42	41	39
*MILK SKIM	QT		22	22	23
*MILK SKIM	½GAL		37	38	38
*BUTTERMILK	½GAL		44	44	45
*BUTTERMILK	QT		23	23	23
BORDEN 2% CTN	GAL		77	69	71
*DUTCH CHOC MILK	QT		28	29	27
DUTCH CHOC SKIM	½GAL		39	39	39
*HALF & HALF	PT		35	35	35
*WHIPPING CREAM	½ PT		37	39	37
SOUR CREAM	16 z		55	55	60
SOUR CREAM	6 z		29	30	30
YOGURT	8 z		26	26	26
TRIPLE WHIP	8 z		55	55	55
SOUR HALF & HALF	PT		49	49	49
*EGG NOG	QT		55	55	55
BEEP	QT		29	31	31
FRUIT DRINKS	QT		20	20	20
FRUIT DRINKS	½GAL		35	35	35

COMMODITY - DESCRIPTION		SIZE		[illegible]	
BORDEN INDIANA BRANCH SERVING * ALSO A & P		MICH CITY	LAPORT	KNOX CULVER WALKERTON	N JU
MILK	GAL	87	84	78	
*MILK	½GAL	45	46	44	
*MILK	QT	24	24	24	
MILK CTN A&P	GAL	87	87	80	
BORDENS 2%	GAL	71	79	69	
*BORDENS 2%	½GAL	41	40	40	
*MILK SKIM	QT	21	20	24	
*MILK SKIM	½GAL	38	39	38	
*BUTTERMILK	½GAL	45	43	44	
*BUTTERMILK	QT	24	23	24	
BORDEN 2% CTN	GAL	77	79	73	
*DUTCH CHOC MILK	QT	27	27	31	
DUTCH CHOC SKIM	½GAL	43	39	43	
*HALF & HALF	PT	37	37	37	
*WHIPPING CREAM	½ PT	40	39	40	
SOUR CREAM	16 z	60	59	66	
SOUR CREAM	8 z	32	31	34	
YOGURT	8 z	26	29	29	
TRIPLE WHIP	8 z	55	55	55	
SOUR HALF & HALF	PT	49	49	49	
*EGG NOG	QT	55	55	55	
BEEP	QT	31	31	31	
FRUIT DRINKS	QT	20	20	23	
FRUIT DRINKS	½GAL	35	35	35	
DEPOSIT GALLON		15	15	15	
DEPOSIT QT		02	02	02	
SPECIAL PRICES WALKERTON -KNOX					
MILK	GAL			69	
MILK	½GAL			39	
MILK CTN	GAL			75	
CULVER					
MILK	GAL			73	
MILK	½GAL			2/79	
MILK CTN	GAL			77	

PRICE LIST NO. 7

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PRICE LIST THE GREAT ATLANTIC & PACIFIC TEA CO. INC. PAGE

4028

CHICAGO UNIT DATE 2/22/66

COMMODITY - DESCRIPTION	SIZE	HAMMOND, GARY, E.CHGO, PORTAGE WHITING, HOBART, CHESTERTON, MUNSTER	VALPO
BORDEN INDIANA BRCH			
MILK GLASS	GAL	63	77
*MILK	½GAL	49	43
*MILK	QT	27	26
MILK CTN A&P	GAL	93	83
*BORDENS 2%	½GAL	47	41
BORDENS 2%	GAL	79	75
*MILK SKIM	QT	26	24
*MILK SKIM	½GAL	47	39
*BUTTERMILK	½GAL	49	45
*BUTTERMILK	QT	27	24
MILK CHOC CARRY PK 4	½ PT	37	35
*DUTCH CHOC MILK	QT	35	33
CHOCOLATE SHAKE	½ PT	2/27	2/27
DUTCH CHOC SKIM	½GAL	47	45
*HALF & HALF	PT	39	39
HALF & HALF	QT	77	—
*WHIPPING CREAM	½ PT	41	39
SOUR CREAM	16 z	69	69
SOUR CREAM	8 z	39	35
YOGURT	8 z	29	29
TRIPLE WHIP	8 z	55	55
SOUR HALF & HALF	PT	49	49
*EGG NOG	QT	55	55
BEEP	QT	31	
FRUIT DRINKS	QT	2/35	23
FRUIT DRINKS	½GAL	35	35

* ALSO A & P

* ALSO A & P

BORDEN SERVING			MISHAWAKA SO BEND	ELKHART	GOSHEN
MILK	GAL		87	79	79
*MILK	½GAL		48	47	43
*MILK	QT		25	25	25
MILK CTN A & P	GAL	A	*93	83	83
*BORDENS 2%	½GAL		44	43	41
*MILK SKIM	QT		23	23	24
*MILK SKIM	½GAL		39	39	39
*BUTTERMILK	½GAL		46	46	47
*BUTTERMILK	QT		24	24	24
BORDEN 2% CTN	GAL	R	*77	71	73
*DUTCH CHOC MILK	QT		29	29	29
DUTCH CHOC SKIM	½GAL		41	41	41
*HALF & HALF	PT		37	37	37
*WHIPPING CREAM	½ PT		39	39	39
SOUR CREAM	16 z		59	59	60
SOUR CREAM	8 z		30	30	30
YOGURT	8 z		29	29	29
TRIPLE WHIP	8 z		55	55	55
SOUR HALF & HALF	PT		49	49	49
*EGG NOG	QT		55	55	55
BEEP	QT		29	31	31
FRUIT DRINKS	QT		20	20	20
FRUIT DRINKS	½GAL		35	35	35
BORDEN SHAKES	½ PT		2/27	2/27	2/27

COMMODITY - DESCRIPTION BORDEN INDIANA BRANCH SERVING * ALSO A & P	SIZE	MICH CITY	LAPORT	KNOX CULVER WALKERTON
MILK	GAL	87	87	83
*MILK	½GAL	47	47	46
*MILK	QT	25	25	25
MILK CTN A&P	GAL	89	89	[illegible]
BORDENS 2%	GAL	75	79	69
*BORDENS 2%	½GAL	43	43	43
*MILK SKIM	QT	22	22	24
*MILK SKIM	½GAL	40	40	40
*BUTTERMILK	½GAL	47	47	47
*BUTTERMILK	QT	25	25	25
BORDEN 2% CTN	GAL	83	83	79
*DUTCH CHOC MILK	QT	29	29	31
DUTCH CHOC SKIM	½GAL	45	43	45
*HALF & HALF	PT	39	39	39
*WHIPPING CREAM	½ PT	40	39	40
SOUR CREAM	16 z	60	59	65
SOUR CREAM	8 z	33	33	34
YOGURT	8 z	29	29	29
TRIPLE WHIP	8 z	55	55	55
SOUR HALF & HALF	PT	49	49	49
*EGG NOG	QT	55	55	55
BEEPP	QT	31	31	31
FRUIT DRINKS	QT	20	20	23
FRUIT DRINKS	½GAL	35	35	35
DEPOSIT GALLON		15	15	15
DEPOSIT QT		02	02	02
SPECIAL PRICES				
WALKERTON -KNOX				
MILK	GAL			75
MILK	½GAL			41
MILK CTN	GAL			79
CULVER				
MILK	GAL			79
MILK	½GAL			2/83
MILK CTN	GAL			83

PRICE LIST NO. 7

CHICAGO UNIT 4029 DATE 2/17/66

COMMODITY - DESCRIPTION	SIZE				
BORDEN INDIANA BRCH (HAMMOND, GARY, E. CHGO, PORTAGE					
WHITING, HOBART, CHESTERTON, MUNSTER					VALPO
MILK GLASS	GAL	A	83		*77
*MILK	½GAL	A	49		*43
*MILK	QT	A	27		*26
MILK CTN A&P	GAL	A	93		*83
*BORDENS 2%	½GAL	A	47		*41
BORDENS 2%	GAL	A	79		*75
*MILK SKIM	QT	A	26		*24
*MILK SKIM	½GAL	A	47		*39
*BUTTERMILK	½GAL	A	49		*45
*BUTTERMILK	QT	A	27		*24
MILK CHOC CARRY PK 4-½	PT	A	37		*35
*DUTCH CHOC MILK	QT	A	35		*33
CHOCOLATE SHAKE	½ PT	A	2/27		*2/27
DUTCH CHOC SKIM	½GAL	A	47		*45
*HALF & HALF	PT		39		39
HALF & HALF	QT		77		--
*WHIPPING CREAM	½ PT		41		39
SOUR CREAM	16 z	A	69		*69
SOUR CREAM	8 z	A	39		*35
YOGURT	8 z		29		29
TRIPLE WHIP	8 z		55		55
SOUR HALF & HALF	PT		49		49
*EGG NOG	QT		55		55
BEEP	QT		31		
FRUIT DRINKS	QT		2/35		23
FRUIT DRINKS	½GAL		35		35
* ALSO A & P					
* ALSO A & P			MISHAWAKA		
BORDEN SERVING			SO BEND	ELKHART	GOSHEN
MILK	GAL	A	*87	*79	*79
*MILK	½GAL	A	*48	*47	*43
*MILK	QT	A	*25	*25	*25
MILK CTN A & P	GAL	A	89	*83	*83
*BORDENS 2%	½GAL	A	*44	*43	*41
*MILK SKIM	QT	A	*23	*23	*24
*MILK SKIM	½GAL	A	*39	*39	*39
*BUTTERMILK	½GAL	A	*46	*46	*47
*BUTTERMILK	QT	A	*24	*24	*24
BORDEN 2% CTN	GAL	A	*81	*71	*73
*DUTCH CHOC MILK	QT	A	*29	*29	*29
DUTCH CHOC SKIM	½GAL	A	*41	*41	*41
*HALF & HALF	PT	A	*37	*37	*37
*WHIPPING CREAM	½ PT	A	*39	39	*39
SOUR CREAM	16 z	A	*59	*59	60
SOUR CREAM	8 z	A	*30	30	30
YOGURT	8 z	A	*29	*29	*29
TRIPLE WHIP	8 z		55	55	55
SOUR HALF & HALF	PT		49	49	49
*EGG NOG	QT		55	55	55
BEEP	QT		29	31	31
FRUIT DRINKS	QT		20	20	20
FRUIT DRINKS	½GAL		35	35	35
BORDEN SHAKES	½ PT	N	2/27	2/27	2/27

COMMODITY - DESCRIPTION		SIZE			
BORDEN INDIANA BRANCH					
SERVING		MICH		LAPORT	KNOX
* ALSO A & P		CITY			CULVER
					WALKERTON
MILK	GAL	87	A	*87	*83
*MILK	½GAL	*47	A	*47	*46
*MILK	QT	*25	A	*25	*25
MILK CTN A&P	GAL	*89	A	*89	*85
BORDENS 2%	GAL	*75	A	79	69
*BORDENS 2%	½GAL	*43	A	*43	*43
*MILK SKIM	QT	*22	A	*22	24
*MILK SKIM	½GAL	*40	A	*40	*40
*BUTTERMILK	½GAL	*47	A	*47	*47
*BUTTERMILK	QT	*25	A	*25	*25
BORDEN 2% CTN	GAL	*83	A	*83	*79
*DUTCH CHOC MILK	QT	*29	A	*29	31
DUTCH CHOC SKIM	½GAL	*45	A	*43	*45
*HALF & HALF	PT	*39	A	*39	*39
*WHIPPING CREAM	½ PT	40		39	40
SOUR CREAM	16 z	60		59	66
SOUR CREAM	8 z	*33	A	*33	34
YOGURT	8 z	*29	A	29	29
TRIPLE WHIP	8 z	55		55	55
SOUR HALF & HALF	PT	49		49	49
*EGG NOG	QT	55		55	55
BEEPP	QT	31		31	31
FRUIT DRINKS	QT	20		20	23
FRUIT DRINKS	½GAL	35		35	35
DEPOSIT GALLON		15		15	15
DEPOSIT QT		02		02	02
SPECIAL PRICES					
WALKERTON -KNOX					
MILK	GAL		A		*75
MILK	½GAL		A		*41
MILK CTN	GAL		A		*79
CULVER					
MILK	GAL		A		*79
MILK	½GAL		A		*2/83
MILK CTN	GAL		A		*83

PRICE LIST NO. 7

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PRICE LIST THE GREAT ATLA[illegible] TEA [illegible] INC. PAGE [illegible]

CHICAGO UNIT 4030 DATE 5/11/66

COMMODITY - DESCRIPTION	SIZE		[illegible]			
BORDEN ROCKFORD AREA *A & P BRAND ALSO		PECA TONCA		DEKALB	MARENGO	ROCKRD LOVPK
		POLO ROCHEL				FREEPORT BELVIDERE
MILK	GAL	85		83	77	84
MILK(ROCHELLE)	GAL	79				
*MILK	½GAL	45		46	41	45
*MILK	QT	2/47		25	2/47	2/49
*MILK CTN	GAL	89		89	79	88
MILK CTN(ROCHELLE)	GAL	85				
GAIL BORDEN	½GAL	46		46	46	48
*BORDEN 2%	½GAL	42		43	39	42
*MILK SKIM	QT	2/45		24	2/45	24
*MILK SKIM	½GAL	42		42	39	41
*BUTTERMILK	½GAL	45		46	45	45
*BUTTERMILK	QT	2/47		25	25	25
*DUTCH CHOC MILK	QT	32		31	32	31
ELSIE SHAKE	½ PT	2/27		2/27	2/27	2/27
DUTCH CHOC SKIM	½GAL	43		43	43	43
*HALF & HALF	PT	36		37	35	37
*WHIPPING CREAM	½PT	40		40	40	39
SOUR CREAM	16 z	59		59	59	59
SOUR CREAM	8 z	32		32	32	32
YOGURT	8 z	29		29	29	29
TRIPLE WHIP	8 z	55		55	55	55
EGG NOG	QT	55		55	55	55
BEEP	QT	31		31	31	31
FRUIT DRINKS	QT	21		21	21	21
FRUIT DRINKS	½GAL	35		35	35	35
SOUR HALF&HALF	16 z	49		49	49	45
MILK(LANARK)	GAL	75				
MILK(LANARK)CTN	GAL	79				
HALF&HALF(FREEPORT)	PT					35
		PECATONICA			POLO	FREEPORT
MILK GLASS	GAL	75				
MILK	½GAL	42			44	45
BORDEN 2%	½GAL	39				42
MILK CTN	GAL	79			73	
MUELLER PINEHURST DAIRY ALL ROCKFORD&LOVES PK						
MILK	GAL	84				
MILK	½GAL	45				
MILK	QT	2/49				
HALF & HALF	PT	37				
MILK CTN	GAL	88				
EGG NOG	QT	55				
SISLERS DAIRY SERVING DEKALB						
COTTAGE CHEESE PL	12 z			33		
COTTAGE CHEESE CHIVE	12 z			33		

COMMODITY - DESCRIPTION	SIZE		[illegible]		
BORDEN *A & P BRAND ALSO			STER. ING	DIXON	MOU MOR
MILK	GAL		73	73	
*MILK	½GAL	A	*43	2/77	
*MILK	QT		26	23	2/
*MILK CTN	GAL		79	73	
GAIL BORDEN	½GAL		47	2/89	
*BORDEN 2%	½GAL		41	40	
*MILK SKIM	QT		25	21	2/
*MILK SKIM	½GAL		39	38	
*BUTTERMILK	½GAL		42	44	
*BUTTERMILK	QT		25	23	2/
*DUTCH CHOCOLATE MILK	QT		30	29	
ELSIE SHAKE	½ PT		2/27	2/27	2/
DUTCH CHOC SKIM	½GAL		45	43	
*HALF & HALF	PT		39	2/65	
*WHIPPING CREAM	½ PT		41	40	
SOUR CREAM	8 z		35	33	
YOGURT	8 z		27	26	
TRIPLE WHIP	8 z		55	55	
EGG NOG	QT		55	55	
BEEP	QT		31	31	
FRUIT DRINKS	QT		2/39	2/39	
FRUIT DRINKS	½GAL		35	35	
SOUR HALF & HALF	16 z				
BORDEN *A & P BRAND ALSO			LANARK SAVANA	GALENA WARREN	M CA
MILK GLASS	GAL		75		
MILK (GALENA)	GAL			81	
*MILK	½GAL		45	44	
*MILK	QT		26	2/49	
*MILK CARTON	GAL		83	85	
*BORDEN 2%	½GAL		41	47	
*MILK SKIM	QT		24	2/45	
*MILK SKIM	½GAL		40	41	
*BUTTERMILK	½GAL		43	44	
*BUTTERMILK	QT		26	2/47	2
*DUTCH CHOCOLATE MILK	QT		31	33	
ELSIE SHAKE	½ PT		2/27	2/27	2/
DUTCH CHOCOLATE SKIM	½GAL		43	43	
*HALF & HALF	PT		38	37	
*WHIPPING CREAM	½ PT		40	40	
SOUR CREAM	8 z		32	32	
YOGURT	8 z		27	29	
TRIPLE WHIP	8 z		55	55	
EGG NOG	QT		55	55	
BEEP	QT		31	31	
FRUIT DRINKS	QT		21	21	
FRUIT DRINKS	½GAL		35	35	
MILK (WARREN)	GAL			79	

3/90 PRICE LIST NO. 7

CHICAGO UNIT **4031** DATE REVISE 3/9/66

COMMODITY - DESCRIPTION	SIZE				
BORDEN ROCKFORD AREA *A & P BRAND ALSO		EA TONCA	DEKALB	MARENGO	ROCKRD LOVPK
		POLO ROCHEL			FREEPORT BELVIDERE
MILK	GAL	85	83	77	84
MILK(ROCHELLE)	GAL	79			
*MILK	½GAL	45	46	41	45
*MILK	QT	2/47	25	2/47	2/49
*MILK CTN	GAL	89	89	79	88
MILK CTN(ROCHELLE)	GAL	85			
GAIL BORDEN	½GAL	46	46	46	48
*BORDEN 2%	½GAL	42	43	39	42
*MILK SKIM	QT	2/45	24	2/45	24
*MILK SKIM	½GAL	42	42	39	41
*BUTTERMILK	½GAL	45	46	45	45
*BUTTERMILK	QT	2/47	25	25	25
*DUTCH CHOC MILK	QT	32	31	32	31
ELSIE SHAKE	½ PT	2/27	2/27	2/27	2/27
DUTCH CHOC SKIM	½GAL	43	43	43	43
*HALF & HALF	PT	36	37	35	37
*WHIPPING CREAM	½PT	40	40	40	39
SOUR CREAM	16 z	59	59	59	59
SOUR CREAM	8 z	32	32	32	32
YOGURT	8 z	29	29	29	29
TRIPLE WHIP	8 z	55	55	55	55
EGG NOG	QT	55	55	55	55
BEEP	QT	31	31	31	31
FRUIT DRINKS	QT	21	21	21	21
FRUIT DRINKS	½GAL	35	35	35	35
SOUR HALF&HALF	16 z	49	49	49	45
MILK(LANARK)	GAL	75			
MILK(LANARK)CTN	GAL	79			
HALF&HALF(FREEPORT)	PT				35
		PECATONICA		POLO	FREEPORT
MILK GLASS	GAL	75 C			
MILK	½GAL	42		44	45
BORDEN 2%	½GAL	39			42
MILK CTN	GAL	79		73	
MUELLER PINEHURST DAIRY ALL ROCKFORD&LOVES PK					
MILK	GAL	84			
MILK	½GAL	45			
MILK	QT	2/49			
HALF & HALF	PT	37			
MILK CTN	GAL	88			
EGG NOG	QT	55			
ISLERS DAIRY SERVING DEKALB					
COTTAGE CHEESE PL	12 z		33		
COTTAGE CHEESE CHIVE	12 z		33		

COMMODITY - DESCRIPTION	SIZE			
BORDEN *A & P BRAND ALSO		STERLING	DIXON	MOUN MORRI
MILK	GAL	73	73	6
*MILK	½GAL	39	2/77	4
*MILK	QT	26	23	2/4
*MILK CTN	GAL	79	73	
GAIL BORDEN	½GAL	47	2/89	4
*BORDEN 2%	½GAL	41	40	3
*MILK SKIM	QT	25	21	2/4
*MILK SKIM	½GAL	39	38	3
*BUTTERMILK	½GAL	42	44	4
*BUTTERMILK	QT	25	23	2/4
*DUTCH CHOCOLATE MILK	QT	30	29	3
ELSIE SHAKE	½ PT	2/27	2/27	2/2
DUTCH CHOC SKIM	½GAL	45	43	4
*HALF & HALF	PT	39	2/65	3
*WHIPPING CREAM	½ PT	41	40	4
SOUR CREAM	8 z	35	32	3
YOGURT	8 z	27	26	2
TRIPLE WHIP	8 z	55	55	5
EGG NOG	QT	55	55	5
BEEP	QT	31	31	3
FRUIT DRINKS	QT	2/39	2/39	2
FRUIT DRINKS	½GAL	35	35	3
SOUR HALF & HALF	16 z			49
BORDEN *A & P BRAND ALSO		LANARK SAVANA	GALENA WARREN	MT CARR
MILK GLASS	GAL	75		7
MILK (GALENA)	GAL		81	
*MILK	½GAL	45	44	4
*MILK	QT	26	2/49	2
*MILK CARTON	GAL	83	85	7
*BORDEN 2%	½GAL	41	41	4
*MILK SKIM	QT	24	2/45	2
*MILK SKIM	½GAL	40	41	4
*BUTTERMILK	½GAL	43	44	4
*BUTTERMILK	QT	26	2/47	2/4
*DUTCH CHOCOLATE MILK	QT	31	35	
ELSIE SHAKE	½ PT	2/27	2/27	2/2
DUTCH CHOCOLATE SKIM	½GAL	43	43	4
*HALF & HALF	PT	38	37	3
*WHIPPING CREAM	½ PT	40	40	4
SOUR CREAM	8 z	32	32	3
YOGURT	8 z	27	29	2
TRIPLE WHIP	8 z	55	55	
EGG NOG	QT	55	55	
BEEP	QT	31	31	3
FRUIT DRINKS	QT	21	21	2
FRUIT DRINKS	½GAL	35	35	
MILK (WARREN)	GAL		79	

PRICE LIST NO. 7

CHICAGO UNIT 4032 DATE 4/30/66

COMMODITY - DESCRIPTION	SIZE				
BORDEN ROCKFORD AREA *A & P BRAND ALSO		EA TONCA	DEKALB	MARENGO	ROCKRD LOVPK
		POLO ROCHEL		BELVIDERE	FREEPORT
MILK	GAL	85	83	77	84
MILK(ROCHELLE)	GAL	79			
*MILK	½GAL	45	46	41	45
*MILK	QT	2/47	25	2/47	2/49
*MILK CTN	GAL	89	89	79	88
MILK CTN(ROCHELLE)	GAL	85			
GAIL BORDEN	½GAL	46	46	46	48
*BORDEN 2%	½GAL	42	43	39	42
*MILK SKIM	QT	2/45	24	2/45	24
*MILK SKIM	½GAL	42	42	39	41
*BUTTERMILK	½GAL	45	46	45	45
*BUTTERMILK	QT	2/47	25	25	25
*DUTCH CHOC MILK	QT	32	31	32	31
ELSIE SHAKE	½ PT	2/27	2/27	2/27	2/27
DUTCH CHOC SKIM	½GAL	43	43	43	43
*HALF & HALF	PT	36	37	35	37
*WHIPPING CREAM	½PT	40	40	40	39
SOUR CREAM	16 z	59	59	59	59
SOUR CREAM	8 z	32	32	32	32
YOGURT	8 z	29	29	29	29
TRIPLE WHIP	8 z	55	55	55	55
EGG NOG	QT	55	55	55	55
BEEP	QT	31	31	31	31
FRUIT DRINKS	QT	21	21	21	21
FRUIT DRINKS	½GAL	35	35	35	35
SOUR HALF&HALF	16 z	49	49	49	45
MILK(LANARK)	GAL	75			
MILK(LANARK)CTN	GAL	79			
HALF&HALF(FREEPORT)	PT				35
		PECATONICA		POLO	FREEPORT
MILK GLASS	GAL	69			
MILK	½GAL	42		44	45
BORDEN 2%	½GAL	39			42
MILK CTN	GAL	79		73	
MILK(PECATONICA)GL	GLS	75			
MUELLER PINEHURST DAIRY ALL ROCKFORD&LOVES PK					
MILK	GAL	84			
MILK	½GAL	45			
MILK	QT	2/49			
HALF & HALF	PT	37			
MILK CTN	GAL	88			
EGG NOG	QT	55			
SISLERS DAIRY SERVING DEKALB					
COTTAGE CHEESE PL	12 z		33		
COTTAGE CHEESE CHIVE	12 z		33		

COMMODITY - DESCRIPTION	SIZE				
BORDEN *A & P BRAND ALSO			STERLING	DIXON	MC MO.
MILK	GAL		73	73	
*MILK	½GAL		39	2/77	
*MILK	QT		26	23	2
*MILK CTN	GAL		79	73	
GAIL BORDEN	½GAL		47	2/89	
*BORDEN 2%	½GAL		41	40	
*MILK SKIM	QT		25	21	2
*MILK SKIM	½GAL		39	38	
*BUTTERMILK	½GAL		42	44	
*BUTTERMILK	QT		25	23	2
*DUTCH CHOCOLATE MILK	QT		30	29	
ELSIE SHAKE	½ PT	A	*2/27	2/27	2
DUTCH CHOC SKIM	½GAL		45	43	
*HALF & HALF	PT		39	2/55	
*WHIPPING CREAM	½ PT		41	40	
SOUR CREAM	8 z		35	32	
YOGURT	8 z		27	26	
TRIPLE WHIP	8 z		55	55	
EGG NOG	QT		55	55	
BEEP	QT		31	31	
FRUIT DRINKS	QT		2/39	2/39	
FRUIT DRINKS	½GAL		35	35	
SOUR HALF & HALF	16 z				
BORDEN *A & P BRAND ALSO			LANARK SAVANA	GALENA WARREN	
MILK GLASS	GAL		75		
MILK (GALENA)	GAL			91	
*MILK	½GAL	A	*45	44	
*MILK	QT	A	*26	2/49	
*MILK CARTON	GAL	A	*83	85	
*BORDEN 2%	½GAL	A	*41	41	
*MILK SKIM	QT	A	*24	2/45	
*MILK SKIM	½GAL		40	41	
*BUTTERMILK	½GAL		43	44	
*BUTTERMILK	QT	A	*26	2/47	2
*DUTCH CHOCOLATE MILK	QT	R	*31	35	
ELSIE SHAKE	½ PT	A	*2/27	2/27	*2
DUTCH CHOCOLATE SKIM	½GAL		43	43	
*HALF & HALF	PT	A	*38	37	
*WHIPPING CREAM	½ PT		40	40	
SOUR CREAM	8 z		32	32	
YOGURT	8 z		27	29	
TRIPLE WHIP	8 z		55	55	
EGG NOG	QT		55	55	
BEEP	QT		31	31	
FRUIT DRINKS	QT		21	21	
FRUIT DRINKS	½GAL		35	35	
MILK (WARREN)	GAL			79	

PRICE LIST NO. 7

3692

COMMODITY · DESCRIPTION	SIZE		XXXXXXXXXXXXXXXXXXX		
BORDEN ROCKFORD AREA *A & P BRAND ALSO		LANARK PECA TONCA	DEKALB	MARENGO	ROCKRD LOVPK
		POLO ROCHEL			FREEPORT BELVIDERE
MILK	GAL	85	83	77	84
MILK(ROCHELLE)	GAL	79			
*MILK	½GAL	45	46	41	45
*MILK	QT	2/47	25	2/47	2/49
*MILK CTN	GAL	89	89	79	88
MILK CTN(ROCHELLE)	GAL	85			
GAIL BORDEN	½GAL	46	46	46	48
*BORDEN 2%	½GAL	42	43	39	42
*MILK SKIM	QT	2/45	24	2/45	24
*MILK SKIM	½GAL	42	42	39	41
*BUTTERMILK	½GAL	45	46	45	45
*BUTTERMILK	QT	2/47	25	25	25
*DUTCH CHOC MILK	QT	32	31	32	31
CHOCOLATE SHAKE	½PT	2/27	2/27	2/27	2/27
DUTCH CHOC SKIM	½GAL	43	43	43	43
*HALF & HALF	PT	36	37	35	37
*WHIPPING CREAM	½PT	40	40	40	39
SOUR CREAM	16 z	59	59	59	59
SOUR CREAM	8 z	32	32	32	32
YOGURT	8 z	29	29	29	29
TRIPLE WHIP	8 z	55	55	55	55
EGG NOG	QT	55	55	55	55
BEEP	QT	31	31	31	31
FRUIT DRINKS	QT	21	21	21	21
FRUIT DRINKS	½GAL	35	35	35	35
SOUR HALF&HALF	16 z	49	49	49	45
MILK(LANARK)	GAL	75			
MILK(LANARK)CTN	GAL	79			
HALF&HALF(FREEPORT)	PT				35
		PECATONICA	-	POLO	FREEPORT
MILK GLASS	GAL	69			
MILK	½GAL	42		44	45
BORDEN 2%	½GAL	39			42
MILK CTN	GAL	79		73	
MILK(PECATONICA)	GL GLS	75			
MUELLER PINEHURST DAIRY ALL ROCKFORD&LOVES PK					
MILK	GAL	84			
MILK	½GAL	45			
MILK	QT	2/49			
HALF & HALF	PT	37			
MILK CTN	GAL	88			
EGG NOG	QT	55			
SISLERS DAIRY SERVING DEKALB					
COTTAGE CHEESE PL		12 z	33		
COTTAGE CHEESE CHIVE		12 z	33		

COMMODITY - DESCRIPTION	SIZE		XXXXXXXXXXXXXXX		
BORDEN *A & P BRAND ALSO			STERLING	DIXON	MOU MORR
MILK	GAL		73	73	6
*MILK	½GAL		39	2/77	4
*MILK	QT	A	*26	23	2/4
*MILK CTN	GAL		79	73	7
GAIL BORDEN	½GAL		47	2/89	4
*BORDEN 2%	½GAL	A	*41	40	3
*MILK SKIM	QT	A	*25	21	2/4
*MILK SKIM	½GAL	R	*39	38	3
*BUTTERMILK	½GAL		42	44	4
*BUTTERMILK	QT	A	*25	23	2/4
*DUTCH CHOCOLATE MILK	QT	R	*30	29	3
CHOCOLATE SHAKE	½ PT		2/25	2/27	2/2
DUTCH CHOC SKIM	½GAL		45	43	4
*HALF & HALF	PT	A	*39	2/65	3
*WHIPPING CREAM	½ PT	A	*41	40	4
SOUR CREAM	8 z	A	*35	32	3
YOGURT	8 z		27	26	2
TRIPLE WHIP	8 z		55	55	5
EGG NOG	QT		55	55	5
BEEP	QT		31	31	3
FRUIT DRINKS	QT		2/39	2/39	2
FRUIT DRINKS	½GAL		35	35	3
SOUR HALF & HALF	16 z				4
BORDEN *A & P BRAND ALSO			SAVANA	GALENA WARFEN	MT CARR
MILK GLASS	GAL		75		7
MILK (GALENA)	GAL			81	
*MILK	½GAL		43	44	4
*MILK	QT		24	2/49	2
*MILK CARTON	GAL		79	85	7
*BORDEN 2%	½GAL		40	41	4
*MILK SKIM	QT		22	2/45	2
*MILK SKIM	½GAL		40	41	4
*BUTTERMILK	½GAL		43	44	4
*BUTTERMILK	QT		22	2/47	2/
*DUTCH CHOCOLATE MILK	QT		33	33	3
CHOCOLATE SHAKE	½ PT		2/25	2/27	2/2
DUTCH CHOCOLATE SKIM	½GAL		43	43	4
*HALF & HALF	PT		36	37	3
*WHIPPING CREAM	½ PT		40	40	4
SOUR CREAM	8 z		32	32	3
YOGURT	8 z		27	29	2
TRIPLE WHIP	8 z		55	55	5
EGG NOG	QT		55	55	5
BEEP	QT		31	31	3
FRUIT DRINKS	QT		21	21	2
FRUIT DRINKS	½GAL		35	35	3
MILK (WARREN)	GAL			79	

PRICE LIST NO. 7

493

CHICAGO UNIT DATE 3/28/66

COMMODITY - DESCRIPTION	SIZE	LANARK PECA TONCA		DEKALB	MARENGO	ROCKRD LOVPK
BORDEN ROCKFORD AREA *A & P BRAND ALSO		POLO ROCHEL				FREEPORT BELVIDERE
MILK	GAL	85	A	*83	77	84
MILK(ROCHELLE)	GAL	79				
*MILK	½GAL	45	A	*46	41	45
*MILK	QT	2/47	A	*25	2/47	2/49
*MILK CTN	GAL	89	A	*89	79	88
MILK CTN(ROCHELLE)	GAL	85				
GAIL BORDEN	½GAL	46		46	46	48
*BORDEN 2%	½GAL	42	A	*43	39	42
*MILK SKIM	QT	2/45	A	*24	2/45	*24
*MILK SKIM	½GAL	42		42	39	41
*BUTTERMILK	½GAL	45	A	*46	45	45
*BUTTERMILK	QT	2/47	A	*25	25	*25
*DUTCH CHOC MILK	QT	32	R	*31	32	31
CHOCOLATE SHAKE	½PT	2/27		2/27	2/27	2/27
DUTCH CHOC SKIM	½GAL	43		43	43	43
*HALF & HALF	PT	36	A	*37	35	37
*WHIPPING CREAM	½PT	40		40	40	39
SOUR CREAM	16 z	59		59	59	59
SOUR CREAM	8 z	32		32	32	32
YOGURT	8 z	29		29	29	29
TRIPLE WHIP	8 z	55		55	55	55
EGG NOG	QT	55		55	55	55
BEEP	QT	31		31	31	31
FRUIT DRINKS	QT	21		21	21	21
FRUIT DRINKS	½GAL	35		35	35	35
SOUR HALF&HALF	16 z	49		49	49	45
MILK(LANARK)	GAL	75				
MILK(LANARK)CTN	GAL	79				
HALF&HALF(FREEPORT)	PT					35
		PECATONICA			POLO	FREEPORT
MILK GLASS	GAL	69				
MILK	½GAL	42			44	45
BORDEN 2%	½GAL	39				42
MILK CTN	GAL	79			73	
MILK(PECATONICA)GL	GLS	75				
MUELLER PINEHURST DAIRY ALL ROCKFORD&LOVES PK						
MILK	GAL	84				
MILK	½GAL	45				
MILK	QT	2/49				
HALF & HALF	PT	37				
MILK CTN	GAL	88				
EGG NOG	QT	55				
SISLERS DAIRY SERVING DEKALB						
COTTAGE CHEESE PL	12 z			33		
COTTAGE CHEESE CHIVE	12 z			33		

COMMODITY - DESCRIPTION	SIZE	STERLING	DIXON	MCC MOR
BORDEN *A & P BRAND ALSO				
MILK	GAL	73	73	
*MILK	½GAL	39	2/77	
*MILK	QT	2/49	23	2/
*MILK CTN	GAL	79	73	
GAIL BORDEN	½GAL	47	2/89	
*BORDEN 2%	½GAL	38	40	
*MILK SKIM	QT	2/45	21	2/
*MILK SKIM	½GAL	41	38	
*BUTTERMILK	½GAL	42	44	
*BUTTERMILK	QT	2/49	23	2/
*DUTCH CHOCOLATE MILK	QT	32	29	
CHOCOLATE SHAKE	½ PT	2/25	2/27	2/
DUTCH CHOC SKIM	½GAL	45	43	
*HALF & HALF	PT	36	2/65	
*WHIPPING CREAM	½ PT	40	40	
SOUR CREAM	8 z	31	32	
YOGURT	8 z	27	26	
TRIPLE WHIP	8 z	55	55	
EGG NOG	QT	55	55	
BEEP	QT	31	31	
FRUIT DRINKS	QT	2/39	2/39	
FRUIT DRINKS	½GAL	35	35	
SOUR HALF & HALF	16 z			
BORDEN			GALENA	M
*A & P BRAND ALSO		SAVANA	WARREN	CA
MILK GLASS	GAL	75		
MILK (GALENA)	GAL		81	
*MILK	½GAL	43	44	
*MILK	QT	24	2/49	
*MILK CARTON	GAL	79	85	
*BORDEN 2%	½GAL	40	41	
*MILK SKIM	QT	22	2/45	
*MILK SKIM	½GAL	40	41	
*BUTTERMILK	½GAL	43	44	
*BUTTERMILK	QT	22	2/47	2/
*DUTCH CHOCOLATE MILK	QT	33	33	
CHOCOLATE SHAKE	½ PT	2/25	2/27	2/
DUTCH CHOCOLATE SKIM	½GAL	43	43	
*HALF & HALF	PT	36	37	
*WHIPPING CREAM	½ PT	40	40	
SOUR CREAM	8 z	32	32	
YOGURT	8 z	27	29	
TRIPLE WHIP	8 z	55	55	
EGG NOG	QT	55	55	
BEEP	QT	31	31	
FRUIT DRINKS	QT	21	21	
FRUIT DRINKS	½GAL	35	35	
MILK (WARREN)	GAL		79	

COMMODITY - DESCRIPTION		SIZE				
BORDEN		LANARK				
ROCKFORD AREA		PECA				ROCKRD
		TONCA		BELVIDR		LOVPK
*A & P BRAND ALSO				DEKALB	MARENGO	
		POLO				FREEPORT
		ROCHEL				
MILK	GAL	85		81	77	84
MILK(ROCHELLE)	GAL	79				
*MILK	½GAL	45		45	41	45
*MILK	QT	2/47		2/47	2/47	2/49
*MILK CTN	GAL	89		86	79	88
MILK CTN(ROCHELLE)	GAL	85				
GAIL BORDEN	½GAL	46		46	46	48
*BORDEN 2%	½GAL	42		42	39	42
*MILK SKIM	QT	2/45		2/45	2/45	2/47
*MILK SKIM	½GAL	42		42	39	41
*BUTTERMILK	½GAL	45		45	45	45
*BUTTERMILK	QT	2/47		2/47	25	2/49
*DUTCH CHOC MILK	QT	32		32	32	31
CHOCOLATE SHAKE	½PT	2/27		2/27	2/27	2/27
DUTCH CHOC SKIM	½GAL	43		43	43	43
*HALF & HALF	PT	36		36	35	37
*WHIPPING CREAM	½PT	40		40	40	39
SOUR CREAM	16 z	59		59	59	59
SOUR CREAM	8 z	32		32	32	32
YOGURT	8 z	29		29	29	29
TRIPLE WHIP	8 z	55		55	55	55
EGG NOG	QT	55		55	55	55
BEEP	QT	31		31	31	31
FRUIT DRINKS	QT	21		21	21	21
FRUIT DRINKS	½GAL	35		35	35	35
SOUR HALF&HALF	16 z	49		49	49	45
MILK(LANARK)	GAL	75				
MILK(LANARK)CTN	GAL	79				
HALF&HALF(FREEPORT)	PT					35
				BELVIDERE		FREEPORT
		PECATONICA			POLO	
MILK GLASS	GAL	69		79		
MILK	½GAL	42		42	44	45
BORDEN 2%	½GAL	39		39		42
MILK CTN	GAL	79	R	83	*73	
MILK(PECATONICA)	GL GLS	75		75		
MUELLER PINEHURST DAIRY ALL ROCKFORD&LOVES PK						
MILK	GAL	*84	A			
MILK	½GAL	*45	A			
MILK	QT	2/49				
HALF & HALF	PT	*37	A			
MILK CTN	GAL	*88	A			
EGG NOG	QT	55				
SISLERS DAIRY SERVING DEKALB						
COTTAGE CHEESE PL		12 z		33		
COTTAGE CHEESE CHIVE		12 z		33		

COMMODITY - DESCRIPTION	SIZE				
BORDEN			STERL		
*A & P BRAND ALSO			ING	DIXON	MO
MILK	GAL		73	73	
*MILK	½GAL		39	2/77	
*MILK	QT		2/49	23	2/
*MILK CTN	GAL		79	73	
GAIL BORDEN	½GAL		47	2/89	
*BORDEN 2%	½GAL		38	40	
*MILK SKIM	QT		2/45	21	2/
*MILK SKIM	½GAL		41	38	
*BUTTERMILK	½GAL		42	44	
*BUTTERMILK	QT		2/49	23	2/
*DUTCH CHOCOLATE MILK	QT		32	[illegible]	
CHOCOLATE SHAKE	½ PT		2/25	2/27	2/
DUTCH CHOC SKIM	½GAL		45	43	
*HALF & HALF	PT		36	2/65	
*WHIPPING CREAM	½ PT		40	40	
SOUR CREAM	8 z		31	32	
YOGURT	8 z		27	26	
TRIPLE WHIP	8 z		55	55	
EGG NOG	QT		55	55	
BEEP	QT		31	31	
FRUIT DRINKS	QT		2/39	2/39	
FRUIT DRINKS	½GAL		35	35	
SOUR HALF & HALF	16 z				
BORDEN				GALENA	MT
*A & P BRAND ALSO			SAVANA	WARREN	CAR
MILK GLASS	GAL		75		
MILK (GALENA)	GAL			81	
*MILK	½GAL		43	44	
*MILK	QT		24	2/49	
*MILK CARTON	GAL		79	85	
*BORDEN 2%	½GAL		40	41	
*MILK SKIM	QT		22	2/45	
*MILK SKIM	½GAL		40	41	
*BUTTERMILK	½GAL		43	44	
*BUTTERMILK	QT		22	2/47	2/
*DUTCH CHOCOLATE MILK	QT		33	33	
CHOCOLATE SHAKE	½ PT		2/25	2/27	2/
DUTCH CHOCOLATE SKIM	½GAL		43	43	
*HALF & HALF	PT		36	37	
*WHIPPING CREAM	½ PT		40	40	
SOUR CREAM	8 z		32	32	
YOGURT	8 z		27	29	
TRIPLE WHIP	8 z		55	55	
EGG NOG	QT		55	55	
BEEP	QT		31	31	
FRUIT DRINKS	QT		21	21	
FRUIT DRINKS	½GAL		35	35	
MILK (WARREN)	GAL			79	

PRICE LIST NO. 7

01695

CHICAGO UNIT

DATE 2/17/66

COMMODITY - DESCRIPTION	SIZE	LANARK PECA TONCA POLO ROCHEL		BELVIDR DEKALB	MARENGO	ROCKRD LOVPK FREEPORT
BORDEN ROCKFORD AREA *A & P BRAND ALSO						
MILK	GAL	85	A	81	77	*84
MILK(ROCHELLE)	GAL	79				
*MILK	½GAL	45	A	45	41	*45
*MILK	QT	2/47		2/47	2/47	2/49
*MILK CTN	GAL	89	A	86	79	*88
MILK CTN(ROCHELLE)	GAL	85				
GAIL BORDEN	½GAL	46		46	46	48
*BORDEN 2%	½GAL	42	A	42	39	*42
*MILK SKIM	QT	2/45		2/45	2/45	2/47
*MILK SKIM	½GAL	42	R	42	39	*41
*BUTTERMILK	½GAL	45		45	45	45
*BUTTERMILK	QT	2/47		2/47	25	2/49
*DUTCH CHOC MILK	QT	32	R	32	32	*31
CHOCOLATE SHAKE	½PT	2/27		2/27	2/27	2/27
DUTCH CHOC SKIM	½GAL	43		43	43	43
*HALF & HALF	PT	36	A	36	35	*37
*WHIPPING CREAM	½PT	40	A	40	40	*39
SOUR CREAM	16 z	59		59	59	59
SOUR CREAM	8 z	32		32	32	32
YOGURT	8 z	29		29	29	29
TRIPLE WHIP	8 z	55		55	55	55
EGG NOG	QT	55		55	55	55
BEEP	QT	31		31	31	31
FRUIT DRINKS	QT	21		21	21	21
FRUIT DRINKS	½GAL	35		35	35	35
SOUR HALF&HALF	16 z	49	R	49	49	*45
MILK(LANARK)	GAL	75				
MILK(LANARK)CTN	GAL	79				
HALF&HALF(FREEPORT)	PT					35
		PECATONICA		BELVIDERE	POLO	FREEPORT
MILK GLASS	GAL	69		79		
MILK	½GAL	42		42	44	45
BORDEN 2%	½GAL	39		39		42
MILK CTN	GAL	79		83	79	
MILK(PECATONICA)	GL GLS	75		75		
MUELLER PINEHURST DAIRY ALL ROCKFORD&LOVES PK						
MILK	GAL	79				
MILK	½GAL	42				
MILK	QT	2/49				
HALF & HALF	PT	36				
MILK CTN	GAL	83				
EGG NOG	QT	55				
SISLERS DAIRY SERVING DEKALB						
COTTAGE CHEESE PL	12 z			33		
COTTAGE CHEESE CHIVE	12 z			33		

COMMODITY - DESCRIPTION	SIZE		STERLING	DIXON
BORDEN *A & P BRAND ALSO				
MILK	GAL		73	73
*MILK	½GAL		39	2/77
*MILK	QT		2/49	23
*MILK CTN	GAL		79	73
GAIL BORDEN	½GAL		47	2/69
*BORDEN 2%	½GAL		38	40
*MILK SKIM	QT		2/45	21
*MILK SKIM	½GAL		41	38
*BUTTERMILK	½GAL		42	44
*BUTTERMILK	QT		2/49	23
*DUTCH CHOCOLATE MILK	QT		32	29
CHOCOLATE SHAKE	½ PT		2/25	2/27
DUTCH CHOC SKIM	½GAL		45	43
*HALF & HALF	PT		36	2/65
*WHIPPING CREAM	½ PT		40	40
SOUR CREAM	8 z		31	32
YOGURT	8 z		27	26
TRIPLE WHIP	8 z		55	55
EGG NOG	QT		55	55
BEEP	QT		31	31
FRUIT DRINKS	QT		2/39	2/39
FRUIT DRINKS	½GAL		35	35
SOUR HALF & HALF	16 z			
BORDEN *A & P BRAND ALSO			SAVANA	GALENA WARREN
MILK GLASS	GAL		75	
MILK (GALENA)	GAL			81
*MILK	½GAL		43	44
*MILK	QT		24	2/49
*MILK CARTON	GAL		79	85
*BORDEN 2%	½GAL		40	41
*MILK SKIM	QT		22	2/45
*MILK SKIM	½GAL		40	41
*BUTTERMILK	½GAL		43	44
*BUTTERMILK	QT		22	2/47
*DUTCH CHOCOLATE MILK	QT		33	33
CHOCOLATE SHAKE	½ PT		2/25	2/27
DUTCH CHOCOLATE SKIM	½GAL		43	43
*HALF & HALF	PT		36	37
*WHIPPING CREAM	½ PT		40	40
SOUR CREAM	8 z		32	32
YOGURT	8 z		27	29
TRIPLE WHIP	8 z		55	55
EGG NOG	QT		55	55
BEEP	QT		31	31
FRUIT DRINKS	QT		21	21
FRUIT DRINKS	½GAL		35	35
MILK (WARREN)	GAL			79

PRICE LIST NO. 7

4037

CHICAGO UNIT

DATE 2/9/66

COMMODITY - DESCRIPTION	SIZE					
BORDEN ROCKFORD AREA *A & P BRAND ALSO		LANARK PECA TONCA		BELVIDR DEKALB	MARENGO	ROCKRD LOVPK
		POLO ROCHEL				FREEPORT
MILK	GAL	85		81	77	79
MILK(ROCHELLE)	GAL	79				
*MILK	½GAL	45		45	41	42
*MILK	QT	2/47		2/47	2/47	2/49
*MILK CTN	GAL	89		86	79	83
MILK CTN(ROCHELLE)	GAL	85				
GAIL BORDEN	½GAL	46		46	46	48
*BORDEN 2%	½GAL	42		42	39	39
*MILK SKIM	QT	2/45		2/45	2/45	2/47
*MILK SKIM	½GAL	42		42	39	42
*BUTTERMILK	½GAL	45		45	45	45
*BUTTERMILK	QT	2/47		2/47	25	2/49
*DUTCH CHOC MILK	QT	32		32	32	32
CHOCOLATE SHAKE	½PT	*2/27	A	*2/27	*2/27	*2/27
DUTCH CHOC SKIM	½GAL	43		43	43	43
*HALF & HALF	PT	36		36	35	36
*WHIPPING CREAM	½PT	40		40	40	38
SOUR CREAM	16 z	59		59	59	59
SOUR CREAM	8 z	32		32	32	32
YOGURT	8 z	*29	A	*29	*29	*29
TRIPLE WHIP	8 z	55		55	55	55
EGG NOG	QT	55		55	55	55
BEEP	QT	31		31	31	31
FRUIT DRINKS	QT	21		21	21	21
FRUIT DRINKS	½GAL	35		35	35	35
SOUR HALF&HALF	16 z	49		49	49	49
MILK(LANARK)	GAL	75				
MILK(LANARK)CTN	GAL	79				
HALF&HALF(FREEPORT)	PT					35
		PECATONICA		BELVIDERE	POLO	FREEPORT
MILK GLASS	GAL	*69	A	*79		
MILK	½GAL	*42		42	44	45
BORDEN 2%	½GAL	39		39		42
MILK CTN	GAL	79	A	*83	79	
MILK(PECATONICA)	GL GLS	75		75		
MUELLER PINEHURST DAIRY ALL ROCKFORD&LOVES PK						
MILK	GAL	79				
MILK	½GA[illegible]	42				
MILK	QT	2/49				
HALF & HALF	PT	36				
MILK CTN	GAL	83				
EGG NOG	QT	55				
SISLERS DAIRY SERVING DEKALB						
COTTAGE CHEESE PL	12 z			33		
COTTAGE CHEESE CHIVE	12 z			33		

COMMODITY - DESCRIPTION	SIZE				
BORDEN *A & P BRAND ALSO			STERLING	DIXON	MOR
MILK	GAL		73	73	
*MILK	½GAL		39	2/77	
*MILK	QT		2/49	23	2/
*MILK CTN	GAL		79	73	
GAIL BORDEN	½GAL		47	2/89	
*BORDEN 2%	½GAL		38	40	
*MILK SKIM	QT		2/45	2[illegible]	2/
*MILK SKIM	½GAL		41	38	
*BUTTERMILK	½GAL		42	44	
*BUTTERMILK	QT		2/49	23	2/
*DUTCH CHOCOLATE MILK	QT		32	29	
CHOCOLATE SHAKE	½ PT	A	2/25	*2/27	*2/
DUTCH CHOC SKIM	½GAL		45	43	
*HALF & HALF	PT		36	2/65	
*WHIPPING CREAM	½ PT		40	40	
SOUR CREAM	8 z		31	32	
YOGURT	8 z		27	26	
TRIPLE WHIP	8 z		55	55	
EGG NOG	QT		55	55	
BEEP	QT		31	31	
FRUIT DRINKS	QT		2/39	2/39	
FRUIT DRINKS	½GAL		35	35	
SOUR HALF & HALF	16 z				
BORDEN *A & P BRAND ALSO			SAVANA	GALENA WARREN	MT CAR
MILK GLASS	GAL		75		
MILK (GALENA)	GAL			81	
*MILK	½GAL		43	44	
*MILK	QT		24	2/49	
*MILK CARTON	GAL		79	85	
*BORDEN 2%	½GAL		40	41	
*MILK SKIM	QT		22	2/45	
*MILK SKIM	½GAL		40	41	
*BUTTERMILK	½GAL		43	44	
*BUTTERMILK	QT		22	2/47	2/
*DUTCH CHOCOLATE MILK	QT		33	33	
CHOCOLATE SHAKE	½ PT	A	2/25	*2/27	2/
DUTCH CHOCOLATE SKIM	½GAL		43	43	
*HALF & HALF	PT		36	37	
*WHIPPING CREAM	½ PT		40	40	
SOUR CREAM	8 z		32	32	
YOGURT	8 z	A	27	*29	
TRIPLE WHIP	8 z		55	55	
EGG NOG	QT		55	55	
BEEP	QT		31	31	
FRUIT DRINKS	QT		21	21	
FRUIT DRINKS	½GAL		35	35	
MILK (WARREN)	GAL			79	

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CHICAGO UNIT 4038 DATE 5/25/66

COMMODITY - DESCRIPTION	SIZE		ZONE 1	ZONE 2	ZONE 3
BORDEN MILK			KANKAKE	PONTIAC	
					GILMAN MANTENO MOMENCE ST ANNE
MILK	GAL	R	*79	73	83
MILK (GILMAN)	GAL				79
MILK	½GAL		49	47	49
MILK (GILMAN)	½GAL				2/83
MILK	QT		27	27	27
MILK CTN	GAL		89	75	89
BORDEN 2%	½GAL		47	45	47
MILK SKIM	QT		26	24	24
MILK SKIM	½GAL		47	45	47
BUTTERMILK	½GAL		49	47	49
BUTTERMILK	QT		27	27	27
DUTCH CHOC MILK	QT		35	33	33
CHOCOLATE SHAKE	½PT		2/27	2/27	2/27
DUTCH CHOC SKIM	½GAL		47	47	47
HALF & HALF	PT		39	39	39
WHIPPING CREAM	½ PT		41	41	41
SOUR CREAM	16 z		69	66	66
SOUR CREAM	8 z		39	34	34
YOGURT	8 z		30	31	32
TRIPLE WHIP	8 z		55	55	55
SR HALF & HALF	PT		49	49	49
EGG NOG	QT		55	55	55
BEEP	QT		31	29	29
FRUIT DRINKS	QT		19	21	21
FRUIT DRINKS	½GAL		35	35	35
ILLINOIS VALLEY - STREATOR					
MILK	½GAL		48		
MILK	QT		25		
MILK SKIM	QT		23		
EGG NOG	QT		49		
HALF & HALF	PT		39		
2% FORT SKIM	½GAL		46		
BOTTLE DEPOSIT					
QT - 2¢					
GAL - 5¢					

COMMODITY - DESCRIPTION	SIZE		[illegible]	
				MARSEIL
BORDEN			SANDWICH	OTTA
MILK	1GAL		75	85
MILK	½GAL		49	2/89
MILK	QT		27	2
MILK CTN	GAL		79	8
BORDEN 2%	½GAL		47	2/8
MILK SKIM	QT		23	23
MILK SKIM	½GAL		45	43
BUTTERMILK	½GAL		49	49
BUTTERMILK	QT		27	27
DUTCH CHOC MILK	QT		35	35
CHOCOLATE SHAKE	½ PT		2/27	2/27
DUTCH CHOC SKIM	½GAL		47	4
HALF & HALF	PT		39	39
WHIPPING CREAM	½ PT		41	41
SOUR CREAM	16 z		69	6
SOUR CREAM	8 z		39	39
YOGURT	8 z		32	32
TRIPLE WHIP	8 z		55	55
SR HALF & HALF	PT		49	49
EGG NOG	QT		55	5
BEEP	QT		29	29
FRUIT DRINKS	QT		23	2
FRUIT DRINKS	½GAL			
BORDEN			STREATOR	
MILK	GAL		83	
MILK	½GAL		45	
MILK	QT		25	
MILK CTN	GAL		89	
BORDEN 2%	½GAL		46	
MILK SKIM	QT		23	
MILK SKIM	½GAL		45	
BUTTERMILK	½GAL		48	
BUTTERMILK	QT		25	
DUTCH CHOC MILK	QT		33	
CHOCOLATE SHAKE	½ PT		2/27	
DUTCH CHOC SKIM	½GAL		47	
HALF & HALF	PT		39	
WHIPPING CREAM	½ PT		41	
SOUR CREAM	16 z		69	
SOUR CREAM	8 z		39	
YOGURT	8 z		32	
TRIPLE WHIP	8 z		55	
SR HALF & HALF	PT		49	
EGG NOG	QT		55	
BEEP	QT		29	
FRUIT DRINK	QT		23	
FRUIT DRINK	½GAL		35	
BOTTLE DEPOSIT				
QT - 2¢				
GAL - 5¢				

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CHICAGO UNIT

DATE 2/17/66

COMMODITY - DESCRIPTION	SIZE		ZONE 1	ZONE 2	ZONE 3
BORDEN MILK			KANKAKE	PONTIAC	GILMAN MANTENO MOMENCE ST ANNE
MILK	GAL	A	*83	*73	*83
MILK (GILMAN)	GAL	A			*79
MILK	½GAL	A	*49	*47	*49
MILK (GILMAN)	½GAL	A			*2/83
MILK	QT	A	*27	*27	*27
MILK CTN	GAL	A	89	*75	*89
BORDEN 2%	½GAL	A	*47	*45	*47
MILK SKIM	QT	A	*26	*24	*24
MILK SKIM	½GAL	A	*47	*45	*47
BUTTERMILK	½GAL	A	*49	*47	*49
BUTTERMILK	QT	A	*27	*27	*27
DUTCH CHOC MILK	QT	A	*35	*33	*33
CHOCOLATE SHAKE	½PT	A	*2/27	*2/27	*2/27
DUTCH CHOC SKIM	½GAL	A	*47	*47	*47
HALF & HALF	PT		39	39	39
WHIPPING CREAM	½ PT	A	*41	*41	*41
SOUR CREAM	16 z		69	66	66
SOUR CREAM	8 z		39	34	34
YOGURT	8 z		30	31	32
TRIPLE WHIP	8 z		55	55	55
SR HALF & HALF	PT		49	49	49
EGG NOG	QT		55	55	55
BEEP	QT		31	29	29
FRUIT DRINKS	QT		19	21	21
FRUIT DRINKS	½GAL		35	[illegible]	35
ILLINOIS VALLEY - STREATOR					
MILK	½GAL	A	*48		
MILK	QT	A	*25		
MILK SKIM	QT	A	*23		
EGG NOG	QT		49		
HALF & HALF	PT	A	*39		
2% FORT SKIM	½GAL	A	*46		

BOTTLE DEPOSIT
QT - 2¢
GAL - 5¢

COMMODITY - DESCRIPTION	SIZE		~~ZONE~~ MARSEILLES	~~ZONE~~	
BORDEN			SANDWICH	OTTAWA	PL
MILK	GAL	A	*75	*85	*
MILK	½GAL	A	*49	2/89	*
MILK	QT	A	*27	24	*
MILK CTN	GAL	A	*79	80	*
BORDEN 2%	½GAL	A	*47	2/81	*
MILK SKIM	QT	A	*23	*23	*
MILK SKIM	½GAL	A	*45	*45	*
BUTTERMILK	½GAL	A	*49	*49	*
BUTTERMILK	QT	A	*27	*27	*
DUTCH CHOC MILK	QT	A	[illegible]	*35	*
CHOCOLATE SHAKE	½ PT	A	*2/27	*2/27	*2/
DUTCH CHOC SKIM	½GAL	A	*47	*47	*
HALF & HALF	PT	A	*39	*39	*
WHIPPING CREAM	½ PT	A	*41	*41	*
SOUR CREAM	16 z	A	*69	*69	*
SOUR CREAM	8 z	A	*39	*39	*
YOGURT	8 z		32	32	
TRIPLE WHIP	8 z		55	55	
SR HALF & HALF	PT		49	49	
EGG NOG	QT		55	55	
BEEP	QT		29	29	
FRUIT DRINKS	QT		23	23	
FRUIT DRINKS	½GAL				

BORDEN			STREATOR		WILM
MILK	GAL	A	*85		*
MILK	½GAL	A	*48		*
MILK	QT	A	*25		*
MILK CTN	GAL	A	*89		*
BORDEN 2%	½GAL	A	*46		*
MILK SKIM	QT	A	*23		*
MILK SKIM	½GAL	A	*45		
BUTTERMILK	½GAL	A	*48		*
BUTTERMILK	QT	A	*25		*
DUTCH CHOC MILK	QT	A	*33		*
CHOCOLATE SHAKE	½ PT	A	*2/27		*2/
DUTCH CHOC SKIM	½GAL	A	*47		*
HALF & HALF	PT	A	*39		
WHIPPING CREAM	½ PT	A	*41		*
SOUR CREAM	16 z	A	*69		
SOUR CREAM	8 z	A	*39		
YOGURT	8 z		32		
TRIPLE WHIP	8 z		55		
SR HALF & HALF	PT		49		
EGG NOG	QT		55		
BEEP	QT		29		
FRUIT DRINK	QT		23		
FRUIT DRINK	½GAL		35		

BOTTLE DEPOSIT
QT - 2¢
GAL - 5¢

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CHICAGO UNIT

COMMODITY - DESCRIPTION	SIZE	ZONE 1	ZONE 2	ZONE 3
BORDEN MILK		KANKAKE	PONTIAC	GILMAN MANTENO MOMENCE ST ANNE
MILK	GAL	83	73	83
MILK (GILMAN)	GAL			79
MILK	½GAL	49	47	49
MILK (GILMAN)	½GAL			2/83
MILK	QT	27	27	27
MILK CTN	GAL	89	75	89
BORDEN 2%	½GAL	47	45	47
MILK SKIM	QT	26	24	24
MILK SKIM	½GAL	47	45	47
BUTTERMILK	½GAL	49	47	49
BUTTERMILK	QT	27	27	27
DUTCH CHOC MILK	QT	35	33	33
CHOCOLATE SHAKE	½PT	2/27	2/27	2/27
DUTCH CHOC SKIM	½GAL	47	47	47
HALF & HALF	PT	39	39	39
WHIPPING CREAM	½ PT	41	41	41
SOUR CREAM	16 z	69	66	66
SOUR CREAM	8 z	39	34	34
YOGURT	8 z	30	31	32
TRIPLE WHIP	8 z	55	55	55
SR HALF & HALF	PT	49	49	49
EGG NOG	QT	55	55	55
BEEP	QT	31	29	29
FRUIT DRINKS	QT	19	21	21
FRUIT DRINKS	½GAL	35	35	35
ILLINOIS VALLEY - STREATOR				
MILK	½GAL	48		
MILK	QT	25		
MILK SKIM	QT	23		
EGG NOG	QT	49		
HALF & HALF	PT	39		
2% FORT SKIM	½GAL	46		
BOTTLE DEPOSIT QT - 2¢ GAL - 5¢				

COMMODITY - DESCRIPTION	SIZE			
BORDEN			SANDWICH	MARSEILLES OTTAWA
MILK	GAL		75	85
MILK	½GAL		49	2/89
MILK	QT		27	24
MILK CTN	GAL		79	80
BORDEN 2%	½GAL		47	2/81
MILK SKIM	QT		23	23
MILK SKIM	½GAL		45	43
BUTTERMILK	½GAL		49	49
BUTTERMILK	QT		27	27
DUTCH CHOC MILK	QT		35	35
CHOCOLATE SHAKE	½ PT		2/27	2/27
DUTCH CHOC SKIM	½GAL		47	47
HALF & HALF	PT		39	39
WHIPPING CREAM	½ PT		41	41
SOUR CREAM	16 z		69	69
SOUR CREAM	8 z		39	39
YOGURT	8 z		32	32
TRIPLE WHIP	8 z		55	55
SR HALF & HALF	PT		49	49
EGG NOG	QT		55	55
BEEP	QT		29	29
FRUIT DRINKS	QT		23	23
FRUIT DRINKS	½GAL			
BORDEN			STREATOR	
MILK	GAL	R	*83	
MILK	½GAL	R	*45	
MILK	QT		25	
MILK CTN	GAL		89	
BORDEN 2%	½GAL		46	
MILK SKIM	QT		23	
MILK SKIM	½GAL		45	
BUTTERMILK	½GAL		48	
BUTTERMILK	QT		25	
DUTCH CHOC MILK	QT		33	
CHOCOLATE SHAKE	½ PT		2/27	
DUTCH CHOC SKIM	½GAL		47	
HALF & HALF	PT		39	
WHIPPING CREAM	½ PT		41	
SOUR CREAM	16 z		69	
SOUR CREAM	8 z		39	
YOGURT	8 z		32	
TRIPLE WHIP	8 z		55	
SR HALF & HALF	PT		49	
EGG NOG	QT		55	
BEEP	QT		29	
FRUIT DRINK	QT		23	
FRUIT DRINK	½GAL		35	
BOTTLE DEPOSIT QT - 2¢ GAL - 5¢				

PRICE LIST NO. 7

[illegible]

PRICE LIST

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DATE 5/16/66

CHICAGO UNIT

2 PER

COMMODITY - DESCRIPTION	SIZE		PRICETN	SPRING VALLEY	LASALLE
BORDENS *A & P BRAND ALSO					
MILK	GAL		85	85	83
*MILK	½GAL		47	47	47
*MILK	QT		27	27	26
*MILK CTN	GAL		89	89	85
*BORDEN 2%	½GAL		44	44	44
*MILK SKIM	QT		23	23	24
*MILK SKIM	½GAL		44	44	42
*BUTTERMILK	½GAL		49	49	48
*BUTTERMILK	QT		27	27	26
*DUTCH CHOC MILK	QT		31	31	29
ELSIE SHAKE	½ PT		2/27	2/27	2/27
DUTCH CHOC SKIM	½GAL		47	47	45
*HALF & HALF	PT		39	39	39
*WHIPPING CREAM	½ PT		40	40	40
SOUR CREAM	16 z		66	66	61
SOUR CREAM	8 z		34	34	34
YOGURT	8 z		32	32	32
TRIPLE WHIP	8 z		55	55	55
SR HALF & HALF	PT		49	49	49
EGG NOG	QT		55	55	55
BEER	QT		29	29	29
FRUIT DRINKS	QT		21	21	21
FRUIT DRINKS	½GAL		35	35	35

COMMODITY - DESCRIPTION	SIZE	KEWANEE	TOULON
*A & P BRAND ALSO BORDEN			
MILK BORDENS	½GAL	2/89	
MILK GLASS	GAL	79	69
MILK A & P	½GAL	2/85	2/55
*MILK	QT	24	22
MILK CTN A & P	GAL	83	73
*BORDEN 2%	½GAL	2/79	39
*MILK SKIM	QT	21	20
*MILK SKIM	½GAL	41	39
*MILK TWIN PACK	GAL		
*BUTTERMILK	½GAL	43	2/85
*BUTTERMILK	QT	26	22
*DUTCH CHOC MILK	QT	29	26
ELSIE SHAKE	½ PT	2/27	2/27
DUTCH CHOC SKIM	½GAL	45	45
*HALF & HALF	PT	37	33
*WHIPPING CREAM	½ PT	39	40
SOUR CREAM	16 z	—	—
SOUR CREAM	8 z	31	31
YOGURT	8 z	25	25
TRIPLE WHIP	8 z	55	55
SR HALF & HALF	PT	49	49
EGG NOG	QT	55	55
FRUIT DRINKS	QT	17	17
FRUIT DRINK	½GAL	35	35

COMMODITY - DESCRIPTION	SIZE		MINONK	LACON	GALESBURG
BORDEN *A & P BRAND ALSO					
MILK	GAL		79	75	83
*MILK	½GAL	A	41	*43	43
*MILK	QT		2/43	2/47	25
MILK TWIN PK	GAL	A	83	*85	85
*MILK CTN	GAL	A	---	*81	85
BORDEN 2% TWIN PK	GAL	A	75	*77	71
*BORDEN 2%	½GAL	A	36	*39	39
*MILK SKIM	QT		2/39	2/45	25
*BUTTERMILK	½GAL		46	47	49
*BUTTERMILK	QT		2/47	2/49	27
*DUTCH CHOC MILK	QT		28	30	30
DUTCH CHOC MILK	½GAL		55	55	[illegible]
*HALF & HALF	PT		33	37	37
*WHIPPING CREAM	½ PT		40	40	38
SOUR CREAM	8 z		31	31	36
SOUR CREAM DIPS	8 z		39	39	39
YOGURT	8 z		---	29	---
TRIPLE WHIP	8 z		55	55	55
SR HALF & HALF	PT		49	49	50
EGG NOG	QT		59	59	59
FRUIT DRINK	QT		17	21	19
FRUIT DRINK	½GAL		35	35	35
A&P MILK CTN	GAL				81
A&P MILK TWIN CTN	½GAL				61
A&P MILK CTN	½GAL				41
A&P MILK CTN	QT				24

COMMODITY - DESCRIPTION	SIZE	ROCK ISLAND MOLINE DAVPORT	GENESEO
BORDEN *A & P BRAND ALSO			
MILK	GAL	85	81
*MILK	½GAL	47	47
*MILK	QT	27	27
*MILK CTN	GAL	89	87
*BORDEN 2%	½GAL	44	43
*MILK SKIM	½GAL	42	43
*MILK SKIM	QT	25	25
*BUTTERMILK	QT	27	27
*DUTCH CHOC MILK	QT	31	30
ELSIE SHAKE	½ PT	2/27	2/27
DUTCH CHOC SKIM	½GAL	45	45
*HALF & HALF	PT	40	39
*WHIPPING CREAM	½ PT	43	42
SOUR CREAM	8 z	35	35
YOGURT	8 z	25	25
TRIPLE WHIP	8 z	55	55
SR HALF & HALF	PT	49	49
EGG NOG	QT	55	55
FRUIT DRINKS	QT	25	23
FRUIT DRINKS	½GAL	35	35
BORDEN SOUR CRM DIPS	8 z	39	39

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CHICAGO UNIT 2 PER DATE 3/2/

COMMODITY · DESCRIPTION	SIZE	PRICETN	SPRING VALLEY	LASALLE
BORDENS				
*A & P BRAND ALSO				
MILK	GAL	85	85	83
*MILK	½GAL	47	47	47
*MILK	QT	27	27	26
*MILK CTN	GAL	89	89	85
*BORDEN 2%	½GAL	44	44	44
*MILK SKIM	QT	23	23	24
*MILK SKIM	½GAL	44	44	42
*BUTTERMILK	½GAL	49	49	46
*BUTTERMILK	QT	27	27	26
*DUTCH CHOC MILK	QT	31	31	29
ELSIE SHAKE	½ PT	2/27	2/27	2/27
DUTCH CHOC SKIM	½GAL	47	47	45
*HALF & HALF	PT	39	39	39
*WHIPPING CREAM	½ PT	40	40	40
SOUR CREAM	16 z	66	66	61
SOUR CREAM	8 z	34	34	34
YOGURT	8 z	32	32	32
TRIPLE WHIP	8 z	55	55	55
SR HALF & HALF	PT	49	49	49
EGG NOG	QT	55	55	55
BEEP	QT	29	29	29
FRUIT DRINKS	QT	21	21	21
FRUIT DRINKS	½GAL	35	35	35

COMMODITY · DESCRIPTION	SIZE	KEWANEE	TOULON
*A & P BRAND ALSO			
BORDEN			
MILK BORDENS	½GAL	2/59	
MILK GLASS	GAL	79	69
MILK A & P	½GAL	2/65	2/65
*MILK	QT	24	22
MILK CTN A & P	GAL	83	73
*BORDEN 2%	½GAL	2/79	39
*MILK SKIM	QT	21	20
*MILK SKIM	½GAL	41	39
*MILK TWIN PACK	GAL		
*BUTTERMILK	½GAL	45	2/55
*BUTTERMILK	QT	26	22
*DUTCH CHOC MILK	QT	29	26
ELSIE SHAKE	½ PT	2/27	2/27
DUTCH CHOC SKIM	½GAL	45	45
*HALF & HALF	PT	37	33
*WHIPPING CREAM	½ PT	39	40
SOUR CREAM	16 z	---	---
SOUR CREAM	8 z	31	31
YOGURT	8 z	25	25
TRIPLE WHIP	8 z	55	55
SR HALF & HALF	PT	49	49
EGG NOG	QT	55	55
FRUIT DRINKS	QT	17	17
FRUIT DRINK	½GAL	35	35

COMMODITY · DESCRIPTION	SIZE	MINONK	LACON	GALESBURG
BORDEN				
*A & P BRAND ALSO				
MILK	GAL	79	75	83
*MILK	½GAL	41	38	43
*MILK	QT	2/43	2/47	25
MILK TWIN PK	GAL	83	75	85
*MILK CTN	GAL	---	75	85
BORDEN 2% TWIN PK	GAL	75	67	71
*BORDEN 2%	½GAL	38	34	39
*MILK SKIM	QT	2/39	2/45	23
*BUTTERMILK	½GAL	46	47	49
*BUTTERMILK	QT	2/47	2/49	27
*DUTCH CHOC MILK	QT	28	30	30
DUTCH CHOC MILK	½GAL	55	55	51
*HALF & HALF	PT	33	37	37
*WHIPPING CREAM	½ PT	40	40	38
SOUR CREAM	8 z	[illegible]	31	36
SOUR CREAM DIPS	8 z	39	39	39
YOGURT	8 z	---	29	---
TRIPLE WHIP	8 z	55	55	55
SR HALF & HALF	PT	49	49	53
EGG NOG	QT	59	59	59
FRUIT DRINK	QT	17	21	19
FRUIT DRINK	½GAL	35	35	35
A&P MILK CTN	GAL			61
A&P MILK TWIN CTN	½GAL			81
A&P MILK CTN	½GAL			41
A&P MILK CTN	QT			24

COMMODITY · DESCRIPTION	SIZE		ROCK ISLAND MOLINE DAVPORT	GENESEO
BORDEN				
*A & P BRAND ALSO				
MILK	GAL		83	81
*MILK	½GAL	A	*47	47
*MILK	QT	A	*27	27
*MILK CTN	GAL	A	*69	67
*BORDEN 2%	½GAL	A	*44	43
*MILK SKIM	½GAL	A	*42	42
*MILK SKIM	QT	A	*25	25
*BUTTERMILK	QT		27	27
*DUTCH CHOC MILK	QT	A	*31	30
ELSIE SHAKE	½ PT		2/27	2/27
DUTCH CHOC SKIM	½GAL		45	45
*HALF & HALF	PT	A	*40	39
*WHIPPING CREAM	½ PT	A	*43	42
SOUR CREAM	8 z	A	*35	35
YOGURT	8 z		25	25
TRIPLE WHIP	8 z		55	55
SR HALF & HALF	PT	A	*49	49
EGG NOG	QT		55	55
FRUIT DRINKS	QT		27	27
FRUIT DRINKS	½GAL		35	35
BORDEN SOUR CRM DIPS	8 z		39	39

PRICE LIST NO. 7

1702

4043

CHICAGO UNIT DATE 4/29/66

COMMODITY - DESCRIPTION	SIZE		PRICETN	SPRING VALLEY	LASALLE
BORDENS					
*A & P BRAND ALSO					
MILK	GAL		85	85	83
*MILK	½GAL		47	47	47
*MILK	QT		27	27	26
*MILK CTN	GAL		89	89	83
*BORDEN 2%	½GAL		44	44	44
*MILK SKIM	QT		23	23	24
*MILK SKIM	½GAL		44	44	42
*BUTTERMILK	½GAL		49	49	48
*BUTTERMILK	QT		27	27	26
*DUTCH CHOC MILK	QT		31	31	29
ELSIE SHAKE	½ PT		2/27	2/27	2/27
DUTCH CHOC SKIM	½GAL		47	47	45
*HALF & HALF	PT		39	39	39
*WHIPPING CREAM	½ PT		40	40	40
SOUR CREAM	16 z		66	66	61
SOUR CREAM	8 z		34	34	34
YOGURT	8 z		32	32	32
TRIPLE WHIP	8 z		55	55	55
SR HALF & HALF	PT		49	49	49
EGG NOG	QT		55	55	55
BEEP	QT		29	29	29
FRUIT DRINKS	QT		21	21	21
FRUIT DRINKS	½GAL		35	35	35

			MINONK	LACON	GALESBURG
BORDEN					
*A & P BRAND ALSO					
MILK	GAL		79	75	83
*MILK	½GAL	A	41	38	*43
*MILK	QT		2/43	2/47	25
MILK TWIN PK	GAL		83	75	85
*MILK CTN	GAL		--	75	85
BORDEN 2% TWIN PK	GAL		75	67	71
*BORDEN 2%	½GAL		38	34	39
*MILK SKIM	QT		2/39	2/45	23
*BUTTERMILK	½GAL		46	47	49
*BUTTERMILK	QT		2/47	2/49	27
*DUTCH CHOC MILK	QT		28	30	30
DUTCH CHOC MILK	½GAL		55	55	51
*HALF & HALF	PT		33	37	37
*WHIPPING CREAM	½ PT		40	40	38
SOUR CREAM	8 z		31	31	36
SOUR CREAM DIPS	8 z		39	39	39
YOGURT	8 z		--	29	--
TRIPLE WHIP	8 z		55	55	55
SR HALF & HALF	PT		49	49	50
EGG NOG	QT		59	59	59
FRUIT DRINK	QT		17	21	19
FRUIT DRINK	½GAL		35	35	35
A&P MILK CTN	GAL				81
A&P MILK TWIN CTN	½GAL				81
A&P MILK CTN	½GAL				41
A&P MILK CTN	QT				24

COMMODITY - DESCRIPTION	SIZE		KEWANEE	TOULON	MEND
*A & P BRAND ALSO					
BORDEN					
MILK BORDENS	½GAL		2/89		
MILK GLASS	GAL		79	69	[illegible]
MILK A & P	½GAL		2/85	2/85	[illegible]
*MILK	QT		24	22	[illegible]
MILK CTN A & P	GAL		83	73	[illegible]
*BORDEN 2%	½GAL		2/79	39	[illegible]
*MILK SKIM	QT		21	20	[illegible]
*MILK SKIM	½GAL		41	39	[illegible]
*MILK TWIN PACK	GAL				[illegible]
*BUTTERMILK	½GAL		43	2/85	[illegible]
*BUTTERMILK	QT		26	22	[illegible]
*DUTCH CHOC MILK	QT		29	26	[illegible]
ELSIE SHAKE	½ PT		2/27	2/27	2/2
DUTCH CHOC SKIM	½GAL		45	45	[illegible]
*HALF & HALF	PT		37	33	[illegible]
*WHIPPING CREAM	½ PT		39	40	[illegible]
SOUR CREAM	16 z		---	---	[illegible]
SOUR CREAM	8 z		31	31	[illegible]
YOGURT	8 z		25	25	[illegible]
TRIPLE WHIP	8 z		55	55	[illegible]
SR HALF & HALF	PT		49	49	[illegible]
EGG NOG	QT		55	55	[illegible]
FRUIT DRINKS	QT		17	17	[illegible]
FRUIT DRINK	½GAL		35	35	[illegible]

			ROCK ISLAND MOLINE DAVPORT	GENESEO	CLI TO
BORDEN					
*A & P BRAND ALSO					
MILK BORDENS DAVPT	½GAL		45		
MILK	GAL		83	[illegible]	[illegible]
MILK A & P	½GAL		45	47	[illegible]
*MILK	QT		26	27	[illegible]
*MILK CTN	GAL		85	87	[illegible]
*BORDEN 2%	½GAL		42	43	[illegible]
*MILK SKIM	½GAL		41	43	[illegible]
*MILK SKIM	QT		24	25	[illegible]
*BUTTERMILK	QT		27	27	[illegible]
*DUTCH CHOC MILK	QT		30	30	[illegible]
ELSIE SHAKE	½ PT		2/27	2/27	2/2
DUTCH CHOC SKIM	½GAL		45	45	[illegible]
*HALF & HALF	PT		39	39	[illegible]
*WHIPPING CREAM	½ PT		42	42	[illegible]
SOUR CREAM	8 z		36	35	[illegible]
YOGURT	8 z		25	25	[illegible]
TRIPLE WHIP	8 z		55	55	[illegible]
SR HALF & HALF	PT		50	49	[illegible]
EGG NOG	QT		55	55	[illegible]
FRUIT DRINKS	QT		23	23	[illegible]
FRUIT DRINKS	½GAL		35	35	[illegible]
BORDEN SOUR CRM DIPS	8 z		39	39	[illegible]

PRICE LIST NO. 7

2.5

CHICAGO UNIT 4044 DATE 4/18/66

COMMODITY - DESCRIPTION	SIZE		PRICETN	SPRING VALLEY	LASALLE
BORDENS					
*A & P BRAND ALSO					
MILK	GAL		85	85	83
*MILK	½GAL		47	47	47
*MILK	QT		27	27	26
*MILK CTN	GAL		89	89	83
*BORDEN 2%	½GAL		44	44	44
*MILK SKIM	QT		23	23	24
*MILK SKIM	½GAL		44	44	42
*BUTTERMILK	½GAL		49	49	48
*BUTTERMILK	QT		27	27	26
*DUTCH CHOC MILK	QT		31	31	29
ELSIE SHAKE	½ PT		2/27	2/27	2/27
DUTCH CHOC SKIM	½GAL		47	47	45
*HALF & HALF	PT		39	39	39
*WHIPPING CREAM	½ PT		40	40	40
SOUR CREAM	16 z		66	66	61
SOUR CREAM	8 z		34	34	34
YOGURT	8 z		32	32	32
TRIPLE WHIP	8 z		55	55	55
SR HALF & HALF	PT		49	49	49
EGG NOG	QT		55	55	55
BEEP	QT		29	29	29
FRUIT DRINKS	QT		21	21	21
FRUIT DRINKS	½GAL		35	35	35

COMMODITY - DESCRIPTION	SIZE	KEWANEE	TOULON
*A & P BRAND ALSO			
BORDEN			
MILK BORDENS	½GAL	2/89	
MILK GLASS	GAL	79	69
MILK A & P	½GAL	2/65	2/65
*MILK	QT	24	22
MILK CTN A & P	GAL	83	73
*BORDEN 2%	½GAL	2/79	39
*MILK SKIM	QT	21	20
*MILK SKIM	½GAL	42	39
*MILK TWIN PACK	GAL		
*BUTTERMILK	½GAL	43	2/85
*BUTTERMILK	QT	25	22
*DUTCH CHOC MILK	QT	29	26
ELSIE SHAKE	½ PT	2/27	2/27
DUTCH CHOC SKIM	½GAL	45	45
*HALF & HALF	PT	37	33
*WHIPPING CREAM	½ PT	39	40
SOUR CREAM	16 z	--	--
SOUR CREAM	8 z	31	31
YOGURT	8 z	25	25
TRIPLE WHIP	8 z	55	55
SR HALF & HALF	PT	49	49
EGG NOG	QT	55	55
FRUIT DRINKS	QT	17	17
FRUIT DRINK	½GAL	35	35

			MINONK	LACON	GALESBURG
BORDEN					
*A & P BRAND ALSO					
MILK	GAL		79	75	83
*MILK	½GAL		41	38	42
*MILK	QT		2/43	2/47	25
MILK TWIN PK	GAL		83	75	85
*MILK CTN	GAL		--	75	85
BORDEN 2% TWIN PK	GAL		75	67	71
*BORDEN 2%	½GAL		38	34	39
*MILK SKIM	QT		2/39	2/45	23
*BUTTERMILK	½GAL		46	47	49
*BUTTERMILK	QT		2/47	2/49	27
*DUTCH CHOC MILK	QT		28	30	30
DUTCH CHOC MILK	½GAL		55	55	51
*HALF & HALF	PT		33	37	37
*WHIPPING CREAM	½ PT		40	40	38
SOUR CREAM	8 z		31	31	36
SOUR CREAM DIPS	8 z	A	*39	*39	R*39
YOGURT	8 z		--	29	--
TRIPLE WHIP	8 z		55	55	55
SR HALF & HALF	PT		49	49	50
EGG NOG	QT		59	59	59
FRUIT DRINK	QT		17	21	19
FRUIT DRINK	½GAL		35	35	35
A&P MILK CTN	GAL				81
A&P MILK TWIN CTN	½GAL				81
A&P MILK CTN	½GAL				41
A&P MILK CTN	QT				24

		ROCK ISLAND MOLINE DAVPORT	GENESEO
BORDEN			
*A & P BRAND ALSO			
MILK BORDENS DAVPT	½GAL	45	
MILK	GAL	83	81
MILK A & P	½GAL	45	47
*MILK	QT	26	27
*MILK CTN	GAL	85	87
*BORDEN 2%	½GAL	42	43
*MILK SKIM	½GAL	41	43
*MILK SKIM	QT	24	25
*BUTTERMILK	QT	27	27
*DUTCH CHOC MILK	QT	30	30
ELSIE SHAKE	½ PT	2/27	2/27
DUTCH CHOC SKIM	½GAL	45	45
*HALF & HALF	PT	39	39
*WHIPPING CREAM	½ PT	42	42
SOUR CREAM	8 z	36	35
YOGURT	8 z	25	25
TRIPLE WHIP	8 z	55	55
SR HALF & HALF	PT	50	49
EGG NOG	QT	55	55
FRUIT DRINKS	QT	23	23
FRUIT DRINKS	½GAL	35	35
BORDEN SOUR CRM DIPS	8 z	39	39

PRICE LIST NO. 7

ICAGO UNIT 4045 DATE 4/[illegible]/66

COMMODITY - DESCRIPTION	SIZE		PRICETN	SPRING VALLEY	LASALLE
BORDENS *A & P BRAND ALSO					
MILK	GAL		85	85	83
*MILK	½GAL		47	47	47
*MILK	QT		27	27	26
*MILK CTN	GAL		89	89	83
*BORDEN 2%	½GAL		44	44	44
*MILK SKIM	QT		23	23	24
*MILK SKIM	½GAL		44	44	42
*BUTTERMILK	½GAL		49	49	48
*BUTTERMILK	QT		27	27	26
*DUTCH CHOC MILK	QT		31	31	29
ELSIE SHAKE	½ PT		2/27	2/27	2/27
DUTCH CHOC SKIM	½GAL		47	47	45
*HALF & HALF	PT		39	39	39
*WHIPPING CREAM	½ PT		40	40	40
SOUR CREAM	16 z		66	66	61
SOUR CREAM	8 z		34	34	34
YOGURT	8 z		32	32	32
TRIPLE WHIP	8 z		55	55	55
SR HALF & HALF	PT		49	49	49
EGG NOG	QT		55	55	55
BEEP	QT		29	29	29
FRUIT DRINKS	QT		21	21	21
FRUIT DRINKS	½GAL		35	35	35
			MINONK	LACON	GALESBURG
BORDEN *A & P BRAND ALSO					
MILK	GAL	A	79	75	*83
*MILK	½GAL	A	41	38	*42
*MILK	QT		2/43	2/47	25
MILK TWIN PK	GAL	A	83	75	*85
*MILK CTN	GAL	A	--	75	*85
BORDEN 2% TWIN PK	GAL	A	75	67	*71
*BORDEN 2%	½GAL	A	38	34	*39
*MILK SKIM	QT	A	2/39	2/45	*23
*BUTTERMILK	½GAL		46	47	49
*BUTTERMILK	QT	A	2/47	2/49	*27
*DUTCH CHOC MILK	QT	A	28	30	*30
DUTCH CHOC MILK	½GAL	A	55	55	*51
*HALF & HALF	PT	A	33	37	*37
*WHIPPING CREAM	½ PT	A	40	40	*38
SOUR CREAM	8 z	A	31	31	*36
SOUR CREAM DIPS	8 z	A	29	29	*40
YOGURT	8 z		--	29	--
TRIPLE WHIP	8 z		55	55	55
SR HALF & HALF	PT	A	49	49	*50
EGG NOG	QT		59	59	59
FRUIT DRINK	QT		17	21	19
FRUIT DRINK	½GAL		35	35	35
A&P MILK CTN	GAL				81
A&P MILK TWIN CTN	½GAL				81
A&P MILK CTN	½GAL				41
A&P MILK CTN	QT				24

COMMODITY - DESCRIPTION	SIZE		KEWANEE	TOULON	MEND
*A & P BRAND ALSO BORDEN					
MILK BORDENS	½GAL		2/89		
MILK GLASS	GAL		79	69	
MILK A & P	½GAL		2/85	2/85	
*MILK	QT		24	22	
MILK CTN A & P	GAL		83	73	
*BORDEN 2%	½GAL		2/79	39	
*MILK SKIM	QT		21	20	
*MILK SKIM	½GAL		41	39	
*MILK TWIN PACK	GAL				
*BUTTERMILK	½GAL		43	2/85	
*BUTTERMILK	QT		26	22	
*DUTCH CHOC MILK	QT		29	26	
ELSIE SHAKE	½ PT	A	*2/27	*2/27	2/
DUTCH CHOC SKIM	½GAL		45	45	
*HALF & HALF	PT		37	33	
*WHIPPING CREAM	½ PT		39	40	
SOUR CREAM	16 z		--	--	
SOUR CREAM	8 z		31	31	
YOGURT	8 z		25	25	
TRIPLE WHIP	8 z		55	55	
SR HALF & HALF	PT		49	49	
EGG NOG	QT		55	55	
FRUIT DRINKS	QT		17	17	
FRUIT DRINK	½GAL		35	35	
			ROCK ISLAND MOLINE DAVPORT	GENESEO	CLI TC
BORDEN *A & P BRAND ALSO					
MILK BORDENS DAVPT	½GAL		45		
MILK	GAL		83	81	
MILK A & P	½GAL		45	47	
*MILK	QT		26	27	
*MILK CTN	GAL		85	87	
*BORDEN 2%	½GAL		42	43	
*MILK SKIM	½GAL		41	43	
*MILK SKIM	QT		24	25	
*BUTTERMILK	QT	A	*27	27	
*DUTCH CHOC MILK	QT		30	30	
ELSIE SHAKE	½ PT	A	*2/27	*2/27	2/
DUTCH CHOC SKIM	½GAL		45	45	
*HALF & HALF	PT		39	39	
*WHIPPING CREAM	½ PT		42	42	
SOUR CREAM	8 z	A	*36	35	
YOGURT	8 z		25	25	
TRIPLE WHIP	8 z		55	55	
SR HALF & HALF	PT	A	*50	49	
EGG NOG	QT		55	55	
FRUIT DRINKS	QT		23	23	
FRUIT DRINKS	½GAL		35	35	
BORDEN SOUR CRM DIPS	8 z		39	39	

PRICE LIST NO. 7

CHICAGO UNIT 4046 DATE 4/11/66

COMMODITY - DESCRIPTION	SIZE		XXXXXXXXXX	XXXXXXXXXX	XXXXXXXXXX
BORDENS			PRICETN	SPRING VALLEY	LASALLE
*A & P BRAND ALSO					
MILK	GAL		85	85	83
*MILK	½GAL		47	47	47
*MILK	QT		27	27	26
*MILK CTN	GAL		89	89	83
*BORDEN 2%	½GAL		44	44	44
*MILK SKIM	QT		23	23	24
*MILK SKIM	½GAL		44	44	42
*BUTTERMILK	½GAL		49	49	48
*BUTTERMILK	QT		27	27	26
*DUTCH CHOC MILK	QT		31	31	29
ELSIE SHAKE	½ PT		2/27	2/27	2/27
DUTCH CHOC SKIM	½GAL		47	47	45
*HALF & HALF	PT		39	39	39
*WHIPPING CREAM	½ PT		40	40	40
SOUR CREAM	16 z		66	66	61
SOUR CREAM	8 z		34	34	34
YOGURT	8 z		32	32	32
TRIPLE WHIP	8 z		55	55	55
SR HALF & HALF	PT		49	49	49
EGG NOG	QT		55	55	55
BEEP	QT		29	29	29
FRUIT DRINKS	QT		21	21	21
FRUIT DRINKS	½GAL		35	35	35
BORDEN			MINONK	LACON	GALES BURG
*A & P BRAND ALSO					
MILK	GAL		79	75	81
*MILK	½GAL		41	38	41
*MILK	QT		2/43	2/47	25
MILK TWIN PK	GAL		83	75	81
*MILK CTN	GAL		--	75	81
BORDEN 2% TWIN PK	GAL		75	67	70
*BORDEN 2%	½GAL		38	34	38
*MILK SKIM	QT		2/39	2/45	22
*BUTTERMILK	½GAL		46	47	49
*BUTTERMILK	QT		2/47	2/49	26
*DUTCH CHOC MILK	QT		28	30	29
DUTCH CHOC MILK	½GAL		55	55	49
*HALF & HALF	PT		33	37	36
*WHIPPING CREAM	½ PT		40	40	37
SOUR CREAM	8 z		31	31	35
SOUR CREAM DIPS	8 z	R	*29	*29	*29
YOGURT	8 z		--	29	--
TRIPLE WHIP	8 z		55	55	55
SR HALF & HALF	PT		49	49	49
EGG NOG	QT		59	59	59
FRUIT DRINK	QT		17	21	19
FRUIT DRINK	½GAL		35	35	35
A&P MILK CTN	GAL				81
A&P MILK TWIN CTN	½GAL				81
A&P MILK CTN	½GAL				41
A&P MILK CTN	QT				24

COMMODITY - DESCRIPTION	SIZE		XXXXXXXXXX	XXXXXXXXXX
*A & P BRAND ALSO			KEWANEE	TOULON
BORDEN				
MILK BORDENS	½GAL		2/89	
MILK GLASS	GAL		79	69
MILK A & P	½GAL		2/85	2/85
*MILK	QT		24	22
MILK CTN A & P	GAL		83	73
*BORDEN 2%	½GAL		2/79	39
*MILK SKIM	QT		21	20
*MILK SKIM	½GAL		41	39
*MILK TWIN PACK	GAL			
*BUTTERMILK	½GAL		43	2/85
*BUTTERMILK	QT		26	22
*DUTCH CHOC MILK	QT		29	26
ELSIE SHAKE	½ PT		2/25	3/25
DUTCH CHOC SKIM	½GAL		45	45
*HALF & HALF	PT		37	33
*WHIPPING CREAM	½ PT		39	40
SOUR CREAM	16 z		--	--
SOUR CREAM	8 z		31	31
YOGURT	8 z		25	25
TRIPLE WHIP	8 z		55	55
SR HALF & HALF	PT		49	49
EGG NOG	QT		55	55
FRUIT DRINKS	QT		17	17
FRUIT DRINK	½GAL		35	35
BORDEN			ROCK ISLAND MOLINE DAVPORT	GENESEO
*A & P BRAND ALSO				
MILK BORDENS DAVPT	½GAL		45	
MILK	GAL		83	81
MILK A & P	½GAL		45	47
*MILK	QT		26	27
*MILK CTN	GAL		85	87
*BORDEN 2%	½GAL		42	43
*MILK SKIM	½GAL		41	43
*MILK SKIM	QT		24	25
*BUTTERMILK	QT		26	27
*DUTCH CHOC MILK	QT		30	30
ELSIE SHAKE	½ PT		2/25	2/25
DUTCH CHOC SKIM	½GAL		45	45
*HALF & HALF	PT		39	39
*WHIPPING CREAM	½ PT		42	42
SOUR CREAM	8 z		33	35
YOGURT	8 z		25	25
TRIPLE WHIP	8 z		55	55
SR HALF & HALF	PT		49	49
EGG NOG	QT		55	55
FRUIT DRINKS	QT		23	23
FRUIT DRINKS	½GAL		35	35
BORDEN SOUR CRM DIPS	8 z		39	39

PRICE LIST NO. 7

3756

PRICE LIST THE GREAT ATLANTIC & PACIFIC TE. O. INC. PAGE DAIRY 10

4047

CHICAGO UNIT DATE 3/28/66

COMMODITY - DESCRIPTION	SIZE	PRICETN	SPRING VALLEY	LASALLE
BORDENS *A & P BRAND ALSO				
MILK	GAL	85	85	83
*MILK	½GAL	47	47	47
*MILK	QT	27	27	26
*MILK CTN	GAL	89	89	83
*BORDEN 2%	½GAL	44	44	44
*MILK SKIM	QT	23	23	24
*MILK SKIM	½GAL	44	44	42
*BUTTERMILK	½GAL	49	49	48
*BUTTERMILK	QT	27	27	26
*DUTCH CHOC MILK	QT	31	31	29
CHOCOLATE SHAKE	½ PT	2/27	2/27	2/27
DUTCH CHOC SKIM	½GAL	47	47	45
*HALF & HALF	PT	39	39	39
*WHIPPING CREAM	½ PT	40	40	40
SOUR CREAM	16 z	66	66	61
SOUR CREAM	8 z	34	34	34
YOGURT	8 z	32	32	32
TRIPLE WHIP	8 z	55	55	55
SR HALF & HALF	PT	49	49	49
EGG NOG	QT	55	55	55
BEEP	QT	29	29	29
FRUIT DRINKS	QT	21	21	21
FRUIT DRINKS	½GAL	35	35	35

COMMODITY - DESCRIPTION	SIZE	KEWANEE	TOULON	MEND
*A & P BRAND ALSO BORDEN				
MILK BORDENS	½GAL	2/89		
MILK GLASS	GAL	79	69	
MILK A & P	½GAL	2/85	2/85	
*MILK	QT	24	22	
MILK CTN A & P	GAL	83	73	
*BORDEN 2%	½GAL	2/79	39	
*MILK SKIM	QT	21	20	
*MILK SKIM	½GAL	41	39	
*MILK TWIN PACK	GAL			
*BUTTERMILK	½GAL	43	2/85	
*BUTTERMILK	QT	26	22	
*DUTCH CHOC MILK	QT	29	26	
CHOCOLATE SHAKE	½ PT	2/25	2/25	2/
DUTCH CHOC SKIM	½GAL	45	45	
*HALF & HALF	PT	37	33	
*WHIPPING CREAM	½ PT	39	40	
SOUR CREAM	16 z	--	--	
SOUR CREAM	8 z	31	31	
YOGURT	8 z	25	25	
TRIPLE WHIP	8 z	55	55	
SR HALF & HALF	PT	49	49	
EGG NOG	QT	55	55	
FRUIT DRINKS	QT	17	17	
FRUIT DRINK	½GAL	35	35	

COMMODITY - DESCRIPTION	SIZE	MINONK	LACON	GALES BURG
BORDEN *A & P BRAND ALSO				
MILK	GAL	79	75	81
*MILK	½GAL	41	38	41
*MILK	QT	2/43	2/47	25
MILK TWIN PK	GAL	83	75	81
*MILK CTN	GAL	--	75	81
BORDEN 2% TWIN PK	GAL	75	67	70
*BORDEN 2%	½GAL	38	34	38
*MILK SKIM	QT	2/39	2/45	22
*BUTTERMILK	½GAL	46	47	49
*BUTTERMILK	QT	2/47	2/49	26
*DUTCH CHOC MILK	QT	28	30	29
DUTCH CHOC MILK	½GAL	55	55	49
*HALF & HALF	PT	33	37	36
*WHIPPING CREAM	½ PT	40	40	37
SOUR CREAM	8 z	31	31	35
SOUR CREAM DIPS	8 z	39	39	39
YOGURT	8 z	--	29	--
TRIPLE WHIP	8 z	55	55	55
SR HALF & HALF	PT	49	49	49
EGG NOG	QT	59	59	59
FRUIT DRINK	QT	17	21	19
FRUIT DRINK	½GAL	35	35	35
A&P MILK CTN	GAL			81
A&P MILK TWIN CTN	½GAL			81
A&P MILK CTN	½GAL			41
A&P MILK CTN	QT			24

COMMODITY - DESCRIPTION	SIZE		ROCK ISLAND MOLINE DAVPORT	GENESEO	CLI TC
BORDEN *A & P BRAND ALSO					
MILK BORDENS DAVPT	½GAL	A	*45		
MILK	GAL	A	*83	81	*
MILK A & P	½GAL	A	*45	47	*
*MILK	QT		26	27	
*MILK CTN	GAL	A	*85	87	
*BORDEN 2%	½GAL		42	43	
*MILK SKIM	½GAL		41	43	
*MILK SKIM	QT		24	25	
*BUTTERMILK	QT		26	27	
*DUTCH CHOC MILK	QT		30	30	
CHOCOLATE SHAKE	½ PT		2/25	2/25	2/
DUTCH CHOC SKIM	½GAL		45	45	
*HALF & HALF	PT		39	39	
*WHIPPING CREAM	½ PT		42	42	
SOUR CREAM	8 z		33	35	
YOGURT	8 z		25	25	
TRIPLE WHIP	8 z		55	55	
SR HALF & HALF	PT		49	49	
EGG NOG	QT		55	55	
FRUIT DRINKS	QT		23	23	
FRUIT DRINKS	½GAL		35	35	
BORDEN SOUR CRM DIPS	8 z		39	39	

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COMMODITY - DESCRIPTION	SIZE	PRICETN	SPRING VALLEY	LASALLE
BORDENS				
*A & P BRAND ALSO				
MILK	GAL	89	85	83
*MILK	½GAL	47	47	47
*MILK	QT	27	27	26
*MILK CTN	GAL	89	89	83
*BORDEN 2%	½GAL	44	44	44
*MILK SKIM	QT	23	23	24
*MILK SKIM	½GAL	44	44	42
*BUTTERMILK	½GAL	49	49	48
*BUTTERMILK	QT	27	27	26
*DUTCH CHOC MILK	QT	31	31	29
CHOCOLATE SHAKE	½ PT	2/27	2/27	2/27
DUTCH CHOC SKIM	½GAL	47	47	45
*HALF & HALF	PT	39	39	39
*WHIPPING CREAM	½ PT	40	40	40
SOUR CREAM	16 z	66	66	61
SOUR CREAM	8 z	34	34	34
YOGURT	8 z	32	32	32
TRIPLE WHIP	8 z	55	55	55
SR HALF & HALF	PT	49	49	49
EGG NOG	QT	55	55	55
BEEP	QT	29	29	29
FRUIT DRINKS	QT	21	21	21
FRUIT DRINKS	½GAL	35	35	35

COMMODITY - DESCRIPTION	SIZE	KEWANEE	TOULON
*A & P BRAND ALSO			
BORDEN			
MILK BORDENS	½GAL	2/89	
MILK GLASS	GAL	79	69
MILK A & P	½GAL	2/85	2/85
*MILK	QT	24	22
MILK CTN A & P	GAL	83	73
*BORDEN 2%	½GAL	2/79	39
*MILK SKIM	QT	21	20
*MILK SKIM	½GAL	41	39
*MILK TWIN PACK	GAL		
*BUTTERMILK	½GAL	43	2/85
*BUTTERMILK	QT	26	22
*DUTCH CHOC MILK	QT	29	26
CHOCOLATE SHAKE	½ PT	2/25	2/25
DUTCH CHOC SKIM	½GAL	45	45
*HALF & HALF	PT	37	33
*WHIPPING CREAM	½ PT	39	40
SOUR CREAM	16 z	--	--
SOUR CREAM	8 z	31	31
YOGURT	8 z	25	25
TRIPLE WHIP	8 z	55	55
SR HALF & HALF	PT	49	49
EGG NOG	QT	55	55
FRUIT DRINKS	QT	17	17
FRUIT DRINK	½GAL	35	35

COMMODITY - DESCRIPTION	SIZE	MINONK	LACON	GALES BURG
BORDEN				
*A & P BRAND ALSO				
MILK	GAL	79	75	81
*MILK	½GAL	41	38	41
*MILK	QT	2/43	2/47	. 25
MILK TWIN PK	GAL	83	75	81
*MILK CTN	GAL	--	75	81
BORDEN 2% TWIN PK	GAL	75	67	70
*BORDEN 2%	½GAL	38	34	38
*MILK SKIM	QT	2/39	2/45	22
*BUTTERMILK	½GAL	46	47	49
*BUTTERMILK	QT	2/47	2/49	26
*DUTCH CHOC MILK	QT	28	30	29
DUTCH CHOC MILK	½GAL	55	55	49
*HALF & HALF	PT	33	37	36
*WHIPPING CREAM	½ PT	40	40	37
SOUR CREAM	8 z	31	31	35
SOUR CREAM DIPS	8 z	39	39	39
YOGURT	8 z	--	29	--
TRIPLE WHIP	8 z	55	55	55
SR HALF & HALF	PT	49	49	49
EGG NOG	QT	59	59	59
FRUIT DRINK	QT	17	21	19
FRUIT DRINK	½GAL	35	35	35
A&P MILK CTN	GAL			81
A&P MILK TWIN CTN	½GAL			81
A&P MILK CTN	½GAL			41
A&P MILK CTN	QT			24

COMMODITY - DESCRIPTION	SIZE		ROCK ISLAND MOLINE DAVPORT	GENESEO
BORDEN				
*A & P BRAND ALSO				
MILK BORDENS	½GAL		45	
MILK BORDENS DAVPT	½GAL		43	
MILK	GAL	A	75	81
MILK A & P	½GAL		43	47
*MILK	QT	A	26	27
*MILK CTN	GAL		81	87
*BORDEN 2%	½GAL	A	42	43
*MILK SKIM	½GAL	A	41	43
*MILK SKIM	QT	A	24	25
*BUTTERMILK	QT	A	26	27
*DUTCH CHOC MILK	QT	A	30	30
CHOCOLATE SHAKE	½ PT	A	2/25	2/25
DUTCH CHOC SKIM	½GAL		45	45
*HALF & HALF	PT		39	39
*WHIPPING CREAM	½ PT	A	42	42
SOUR CREAM	8 z		33	33
YOGURT	8 z		25	25
TRIPLE WHIP	8 z		55	55
SR HALF & HALF	PT		49	49
EGG NOG	QT		55	55
FRUIT DRINKS	QT		23	23
FRUIT DRINKS	½GAL		35	35
BORDEN SOUR CRM DIPS	8 z		39	39

PRICE LIST THE GREAT ATLANTIC & PACIFIC T[illegible] CO. INC. PAGE [illegible]

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CHICAGO UNIT DATE 2/28/66

COMMODITY - DESCRIPTION	SIZE		PRICETN	SPRING VALLEY	LASALLE
BORDENS					
*A & P BRAND ALSO					
MILK	GAL		85	85	83
*MILK	½GAL		47	47	47
*MILK	QT		27	27	26
*MILK CTN	GAL		89	89	83
*BORDEN 2%	½GAL		44	44	44
*MILK SKIM	QT		23	23	24
*MILK SKIM	½GAL		44	44	42
*BUTTERMILK	½GAL		49	49	48
*BUTTERMILK	QT		27	27	26
*DUTCH CHOC MILK	QT		31	31	29
CHOCOLATE SHAKE	½ PT		2/27	2/27	2/27
DUTCH CHOC SKIM	½GAL		47	47	45
*HALF & HALF	PT		39	39	39
*WHIPPING CREAM	½ PT		40	40	40
SOUR CREAM	16 z		66	66	61
SOUR CREAM	8 z		34	34	34
YOGURT	8 z		32	32	32
TRIPLE WHIP	8 z		55	55	55
SR HALF & HALF	PT		49	49	49
EGG NOG	QT		55	55	55
BEEP	QT		29	29	29
FRUIT DRINKS	QT		21	21	21
FRUIT DRINKS	½GAL		35	35	35

COMMODITY - DESCRIPTION	SIZE		KEWANEE	TOULON	M
*A & P BRAND ALSO					
BORDEN					
MILK BORDENS	½GAL		2/89		
MILK GLASS	GAL		79	69	
MILK A & P	½GAL		2/85	2/55	
*MILK	QT		24	22	
MILK CTN A & P	GAL		83	73	
*BORDEN 2%	½GAL		2/79	39	
*MILK SKIM	QT		21	20	
*MILK SKIM	½GAL		41	39	
*MILK TWIN PACK	GAL				
*BUTTERMILK	½GAL		43	2/85	
*BUTTERMILK	QT		26	22	
*DUTCH CHOC MILK	QT		29	26	
CHOCOLATE SHAKE	½ PT		2/25	2/25	2,
DUTCH CHOC SKIM	½GAL		45	45	
*HALF & HALF	PT		37	33	
*WHIPPING CREAM	½ PT		39	40	
SOUR CREAM	16 z		--	--	
SOUR CREAM	8 z		31	31	
YOGURT	8 z		25	25	
TRIPLE WHIP	8 z		55	55	
SR HALF & HALF	PT		49	49	
EGG NOG	QT		55	55	
FRUIT DRINKS	QT		17	17	
FRUIT DRINK	½GAL		35	35	

			MINONK	LACON	GALESBURG
BORDEN					
*A & P BRAND ALSO					
MILK	GAL		79	75	81
*MILK	½GAL		41	38	41
*MILK	QT		2/43	2/47	25
MILK TWIN PK	GAL		83	75	81
*MILK CTN	GAL		--	75	81
BORDEN 2% TWIN PK	GAL		75	67	70
*BORDEN 2%	½GAL		38	34	38
*MILK SKIM	QT		2/39	2/45	22
*BUTTERMILK	½GAL		46	47	49
*BUTTERMILK	QT		2/47	2/49	26
*DUTCH CHOC MILK	QT		28	30	29
DUTCH CHOC MILK	½GAL		55	55	49
*HALF & HALF	PT		33	37	36
*WHIPPING CREAM	½ PT		40	40	37
SOUR CREAM	8 z		31	31	35
SOUR CREAM DIPS	8 z	A	*39	*39	*39
YOGURT	8 z		--	29	--
TRIPLE WHIP	8 z		55	55	55
SR HALF & HALF	PT		49	49	49
EGG NOG	QT		59	59	59
FRUIT DRINK	QT		17	21	19
FRUIT DRINK	½GAL		35	35	35
A&P MILK CTN	GAL				81
A&P MILK TWIN CTN	½GAL				81
A&P MILK CTN	½GAL				41
A&P MILK CTN	QT				24

			ROCK ISLAND MOLINE DAVPORT	GENESEO	CL T
BORDEN					
*A & P BRAND ALSO					
MILK BORDENS	½GAL		45		
MILK BORDENS DAVPT	½GAL		43		
MILK	GAL		75	81	
MILK A & P	½GAL		43	47	
*MILK	QT		26	27	
*MILK CTN	GAL		81	87	
*BORDEN 2%	½GAL		42	45	
*MILK SKIM	½GAL		41	45	
*MILK SKIM	QT		24	25	
*BUTTERMILK	QT		26	27	
*DUTCH CHOC MILK	QT		30	30	
CHOCOLATE SHAKE	½ PT		2/25	2/25	2/
DUTCH CHOC SKIM	½GAL		45	45	
*HALF & HALF	PT		39	39	
*WHIPPING CREAM	½ PT		42	42	
SOUR CREAM	8 z		33	35	
YOGURT	8 z		25	25	
TRIPLE WHIP	8 z		55	55	
SR HALF & HALF	PT		49	49	
EGG NOG	QT		55	55	
FRUIT DRINKS	QT		23	23	
FRUIT DRINKS	½GAL		35	35	
BORDEN SOUR CRM DIPS	8 z		39	39	

CHICAGO UNIT 4050 DATE 2/24/66

COMMODITY - DESCRIPTION	SIZE				
BORDENS		PRICETN			LASALLE
*A & P BRAND ALSO				SPRING VALLEY	
MILK	GAL	R	85	85	*83
*MILK	½GAL		47	47	47
*MILK	QT	R	27	27	*26
*MILK CTN	GAL	R	89	89	*83
*BORDEN 2%	½GAL		44	44	44
*MILK SKIM	QT	A	23	23	*24
*MILK SKIM	½GAL	R	44	44	*42
*BUTTERMILK	½GAL	R	49	49	*48
*BUTTERMILK	QT	R	27	27	*26
*DUTCH CHOC MILK	QT	R	31	31	*29
CHOCOLATE SHAKE	½ PT		2/27	2/27	2/27
DUTCH CHOC SKIM	½GAL	R	47	47	*45
*HALF & HALF	PT		39	39	39
*WHIPPING CREAM	½ PT		40	40	40
SOUR CREAM	16 z	R	66	66	*61
SOUR CREAM	8 z		34	34	34
YOGURT	8 z		32	32	32
TRIPLE WHIP	8 z		55	55	55
SR HALF & HALF	PT		49	49	49
EGG NOG	QT		55	55	55
BEEP	QT		29	29	29
FRUIT DRINKS	QT		21	21	21
FRUIT DRINKS	½GAL		35	35	35

BORDEN			MINONK		GALES
*A & P BRAND ALSO				LACON	BURG
MILK	GAL		79	75	81
*MILK	½GAL		41	38	41
*MILK	QT		2/43	2/47	25
MILK TWIN PK	GAL		83	75	81
*MILK CTN	GAL		--	75	81
BORDEN 2% TWIN PK	GAL		75	67	70
*BORDEN 2%	½GAL		38	34	38
*MILK SKIM	QT		2/39	2/45	22
*BUTTERMILK	½GAL		46	47	49
*BUTTERMILK	QT		2/47	2/49	26
*DUTCH CHOC MILK	QT		28	30	29
DUTCH CHOC MILK	½GAL		55	55	49
*HALF & HALF	PT		33	37	36
*WHIPPING CREAM	½ PT		40	40	37
SOUR CREAM	8 z		31	31	35
SOUR CREAM DIPS	8 z		29	29	29
YOGURT	8 z		--	29	--
TRIPLE WHIP	8 z		55	55	55
SR HALF & HALF	PT		49	49	49
EGG NOG	QT		59	59	59
FRUIT DRINK	QT		17	21	19
FRUIT DRINK	½GAL		35	35	35
~~A&P MILK CTN~~	~~GAL~~				~~81~~
A&P MILK TWIN CTN	½GAL				81
A&P MILK CTN	½GAL				41
A&P MILK CTN	QT				24

COMMODITY - DESCRIPTION	SIZE			
*A & P BRAND ALSO			KEWANEE	
BORDEN				TOULON
MILK BORDENS	½GAL		2/89	
MILK GLASS	GAL		79	69
MILK A & P	½GAL		2/85	2/65
*MILK	QT		24	22
MILK CTN A & P	GAL		83	73
*BORDEN 2%	½GAL		2/79	39
*MILK SKIM	QT		21	20
*MILK SKIM	½GAL		41	39
*MILK TWIN PACK	GAL			
*BUTTERMILK	½GAL		43	2/85
*BUTTERMILK	QT		25	22
*DUTCH CHOC MILK	QT		29	26
CHOCOLATE SHAKE	½ PT		2/25	2/25
DUTCH CHOC SKIM	½GAL		45	45
*HALF & HALF	PT		37	33
*WHIPPING CREAM	½ PT		39	40
SOUR CREAM	16 z		--	--
SOUR CREAM	8 z		31	31
YOGURT	8 z		25	25
TRIPLE WHIP	8 z		55	55
SR HALF & HALF	PT		49	49
EGG NOG	QT		55	55
FRUIT DRINKS	QT		17	17
FRUIT DRINK	½GAL		35	35

BORDEN		ROCK ISLAND		
*A & P BRAND ALSO			MOLINE DAVPORT	GENE EO
MILK BORDENS	½GAL		45	
MILK BORDENS DAVPT	½GAL		43	
MILK	GAL		75	81
MILK A & P	½GAL		43	47
*MILK	QT		26	27
*MILK CTN	GAL		81	87
*BORDEN 2%	½GAL		42	43
*MILK SKIM	½GAL		41	43
*MILK SKIM	QT		24	25
*BUTTERMILK	QT		26	27
*DUTCH CHOC MILK	QT		30	30
CHOCOLATE SHAKE	½ PT		2/25	2/25
DUTCH CHOC SKIM	½GAL		45	45
*HALF & HALF	PT		39	39
*WHIPPING CREAM	½ PT		42	42
SOUR CREAM	8 z		33	35
YOGURT	8 z		25	25
TRIPLE WHIP	8 z		55	55
SR HALF & HALF	PT		49	49
EGG NOG	QT		55	55
FRUIT DRINKS	QT		23	23
FRUIT DRINKS	½GAL		35	35
BORDEN SOUR CRM DIPS	8 z		39	39

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CHICAGO UNIT DATE 2/17/66

COMMODITY - DESCRIPTION	SIZE		PRICETN	SPRING VALLEY	LASALLE
BORDENS					
*A & P BRAND ALSO					
MILK	GAL	A	*85	*85	*85
*MILK	½GAL	A	*47	*47	*47
*MILK	QT	A	*27	*27	*27
*MILK CTN	GAL	A	*89	*89	*89
*BORDEN 2%	½GAL	A	*44	*44	*44
*MILK SKIM	QT	A	*23	*23	*23
*MILK SKIM	½GAL	A	*44	*44	*44
*BUTTERMILK	½GAL	A	*49	*49	*49
*BUTTERMILK	QT	A	*27	*27	*27
*DUTCH CHOC MILK	QT	A	*31	*31	*31
CHOCOLATE SHAKE	½ PT	A	*2/27	*2/27	*2/27
DUTCH CHOC SKIM	½GAL	A	*47	*47	*47
*HALF & HALF	PT	A	*39	*39	39
*WHIPPING CREAM	½ PT		40	40	40
SOUR CREAM	16 z		66	66	66
SOUR CREAM	8 z		34	34	34
YOGURT	8 z		32	32	32
TRIPLE WHIP	8 z		55	55	55
SR HALF & HALF	PT		49	49	49
EGG NOG	QT		55	55	55
BEEP	QT		29	29	29
FRUIT DRINKS	QT		21	21	21
FRUIT DRINKS	½GAL		35	35	35

COMMODITY - DESCRIPTION	SIZE		KEWANEE	TOULON	
*A & P BRAND ALSO					
BORDEN					
MILK BORDENS	½GAL		2/89		
MILK GLASS	GAL	A	79	69	*
MILK A & P	½GAL	A	2/85	2/85	*
*MILK	QT	A	24	22	*
MILK CTN A & P	GAL	A	83	73	*
*BORDEN 2%	½GAL	A	2/79	39	*
*MILK SKIM	QT	A	21	20	*
*MILK SKIM	½GAL	A	41	39	*
*MILK TWIN PACK	GAL	A			*
*BUTTERMILK	½GAL	A	43	2/85	*
*BUTTERMILK	QT	A	26	22	*
*DUTCH CHOC MILK	QT		29	26	
CHOCOLATE SHAKE	½ PT	A	2/25	2/25	*2/
DUTCH CHOC SKIM	½GAL	A	45	45	*
*HALF & HALF	PT	A	37	33	*
*WHIPPING CREAM	½ PT		39	40	
SOUR CREAM	16 z	A	--	--	*
SOUR CREAM	8 z	A	31	31	*
YOGURT	8 z		25	25	
TRIPLE WHIP	8 z		55	55	
SR HALF & HALF	PT		49	49	
EGG NOG	QT		55	55	
FRUIT DRINKS	QT		17	17	
FRUIT DRINK	½GAL		35	35	

COMMODITY - DESCRIPTION	SIZE		MINONK	LACON	GALES BURG
BORDEN					
*A & P BRAND ALSO					
MILK	GAL		79	75	81
*MILK	½GAL		41	38	41
*MILK	QT		2/43	2/47	25
MILK TWIN PK	GAL		83	75	81
*MILK CTN	GAL		--	75	81
BORDEN 2% TWIN PK	GAL		75	67	70
*BORDEN 2%	½GAL		38	34	38
*MILK SKIM	QT		2/39	2/45	22
*BUTTERMILK	½GAL		46	47	49
*BUTTERMILK	QT		2/47	2/49	26
*DUTCH CHOC MILK	QT		28	30	29
DUTCH CHOC MILK	½GAL		55	55	49
*HALF & HALF	PT		33	37	36
*WHIPPING CREAM	½ PT		40	40	37
SOUR CREAM	8 z		31	31	35
SOUR CREAM DIPS	8 z		29	29	29
YOGURT	8 z		--	29	--
TRIPLE WHIP	8 z		55	55	55
SR HALF & HALF	PT		49	49	49
EGG NOG	QT		59	59	59
FRUIT DRINK	QT		17	21	19
FRUIT DRINK	½GAL		35	35	35
A&P MILK CTN	GAL				81
A&P MILK TWIN CTN	½GAL				81
A&P MILK CTN	½GAL				41
A&P MILK CTN	QT				24

COMMODITY - DESCRIPTION	SIZE		ROCK ISLAND MOLINE DAVPORT	GENESEO	CL TC
BORDEN					
*A & P BRAND ALSO					
MILK BORDENS	½GAL		45		
MILK BORDENS DAVPT	½GAL		43		
MILK	GAL		75	81	
MILK A & P	½GAL		43	47	
*MILK	QT		26	27	
*MILK CTN	GAL		81	87	
*BORDEN 2%	½GAL		42	43	
*MILK SKIM	½GAL		41	43	
*MILK SKIM	QT		24	25	
*BUTTERMILK	QT		26	27	
*DUTCH CHOC MILK	QT		30	30	
CHOCOLATE SHAKE	½ PT		2/25	2/25	2/
DUTCH CHOC SKIM	½GAL		45	45	
*HALF & HALF	PT		39	39	
*WHIPPING CREAM	½ PT		42	42	
SOUR CREAM	8 z		33	35	
YOGURT	8 z		25	25	
TRIPLE WHIP	8 z		55	55	
SR HALF & HALF	PT		49	49	
EGG NOG	QT		55	55	
FRUIT DRINKS	QT		23	23	
FRUIT DRINKS	½GAL		35	35	
BORDEN SOUR CRM DIPS	8 z		39	39	

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CHICAGO UNIT

DATE 2/14/66

COMMODITY - DESCRIPTION	SIZE	PRICETN	SPRING VALLEY	LASALLE
BORDENS				
*A & P BRAND ALSO				
MILK	GAL	81	79	79
*MILK	½GAL	45	44	45
*MILK	QT	26	25	26
*MILK CTN	GAL	86	83	79
*BORDEN 2%	½GAL	42	41	42
*MILK SKIM	QT	22	22	22
*MILK SKIM	½GAL	42	42	42
*BUTTERMILK	½GAL	48	48	48
*BUTTERMILK	QT	26	26	26
*DUTCH CHOC MILK	QT	30	30	30
CHOCOLATE SHAKE	½ PT	2/25	2/25	2/25
DUTCH CHOC SKIM	½GAL	45	45	45
*HALF & HALF	PT	37	36	39
*WHIPPING CREAM	½ PT	40	40	40
SOUR CREAM	16 z	66	66	66
SOUR CREAM	8 z	34	34	34
YOGURT	8 z	32	32	32
TRIPLE WHIP	8 z	55	55	55
SR HALF & HALF	PT	49	49	49
EGG NOG	QT	55	55	55
BEEP	QT	29	29	29
FRUIT DRINKS	QT	21	21	21
FRUIT DRINKS	½GAL	35	35	35

COMMODITY - DESCRIPTION	SIZE	KEWANEE	TOULON
*A & P BRAND ALSO			
BORDEN			
MILK BORDENS	½GAL	2/89	
MILK GLASS	GAL	79	69
MILK A & P	½GAL	2/65	2/65
*MILK	QT	24	22
MILK CTN A & P	GAL	83	73
*BORDEN 2%	½GAL	2/79	39
*MILK SKIM	QT	21	20
*MILK SKIM	½GAL	41	39
*MILK TWIN PACK	GAL		
*BUTTERMILK	½GAL	43	2/65
*BUTTERMILK	QT	26	22
*DUTCH CHOC MILK	QT	29	26
CHOCOLATE SHAKE	½ PT	2/25	2/25
DUTCH CHOC SKIM	½GAL	45	45
*HALF & HALF	PT	37	33
*WHIPPING CREAM	½ PT	39	40
SOUR CREAM	16 z	--	--
SOUR CREAM	8 z	31	31
YOGURT	8 z	25	25
TRIPLE WHIP	8 z	55	55
SR HALF & HALF	PT	49	49
EGG NOG	QT	55	55
FRUIT DRINKS	QT	17	17
FRUIT DRINK	½GAL	35	35

COMMODITY - DESCRIPTION	SIZE		MINONK	LACON	GALES BURG
BORDEN					
*A & P BRAND ALSO					
MILK	GAL		79	75	81
*MILK	½GAL		41	38	41
*MILK	QT		2/43	2/47	25
MILK TWIN PK	GAL		83	75	81
*MILK CTN	GAL		--	75	81
BORDEN 2% TWIN PK	GAL		75	67	70
*BORDEN 2%	½GAL		38	34	38
*MILK SKIM	QT		2/39	2/45	22
*BUTTERMILK	½GAL		46	47	49
*BUTTERMILK	QT		2/47	2/49	26
*DUTCH CHOC MILK	QT		28	30	29
DUTCH CHOC MILK	½GAL		55	55	49
*HALF & HALF	PT		33	37	36
*WHIPPING CREAM	½ PT		40	40	37
SOUR CREAM	8 z		31	31	35
SOUR CREAM DIPS	8 z	R	*29	*29	*29
YOGURT	8 z		--	29	--
TRIPLE WHIP	8 z		55	55	55
SR HALF & HALF	PT		49	49	49
EGG NOG	QT		59	59	59
FRUIT DRINK	QT		17	21	19
FRUIT DRINK	½GAL		35	35	35
A&P MILK CTN	GAL				81
A&P MILK TWIN CTN	½GAL				81
A&P MILK CTN	½GAL				41
A&P MILK CTN	QT				24

COMMODITY - DESCRIPTION	SIZE	ROCK ISLAND MOLINE DAVPORT	GENE EO
BORDEN			
*A & P BRAND ALSO			
MILK BORDENS	½GAL	45	
MILK BORDENS DAVPT	½GAL	43	
MILK	GAL	75	81
MILK A & P	½GAL	43	47
*MILK	QT	26	27
*MILK CTN	GAL	81	87
*BORDEN 2%	½GAL	42	43
*MILK SKIM	½GAL	41	43
*MILK SKIM	QT	24	25
*BUTTERMILK	QT	26	27
*DUTCH CHOC MILK	QT	30	30
CHOCOLATE SHAKE	½ PT	2/25	2/25
DUTCH CHOC SKIM	½GAL	45	45
*HALF & HALF	PT	39	39
*WHIPPING CREAM	½ PT	42	42
SOUR CREAM	8 z	33	35
YOGURT	8 z	25	25
TRIPLE WHIP	8 z	55	55
SR HALF & HALF	PT	49	49
EGG NOG	QT	.55	55
FRUIT DRINKS	QT	23	23
FRUIT DRINKS	½GAL	35	35
BORDEN SOUR CRM DIPS	8 z	39	39

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CHICAGO UNIT 4053 DATE 1/21/66

COMMODITY - DESCRIPTION	SIZE		PRICETN	SPRING VALLEY	LASALLE
BORDENS					
*A & P BRAND ALSO					
MILK	GAL		81	79	79
*MILK	½GAL		45	44	45
*MILK	QT		26	25	26
*MILK CTN	GAL		86	83	79
*BORDEN 2%	½GAL		42	41	42
*MILK SKIM	QT		22	22	22
*MILK SKIM	½GAL		42	42	42
*BUTTERMILK	½GAL		48	48	48
*BUTTERMILK	QT		26	26	26
*DUTCH CHOC MILK	QT		30	30	30
CHOCOLATE SHAKE	½ PT		2/25	2/25	2/25
DUTCH CHOC SKIM	½GAL		45	45	45
*HALF & HALF	PT		37	36	39
*WHIPPING CREAM	½ PT		40	40	40
SOUR CREAM	16 z		66	66	66
SOUR CREAM	8 z		34	34	34
YOGURT	8 z		32	32	32
TRIPLE WHIP	8 z		55	55	55
SR HALF & HALF	PT		49	49	49
EGG NOG	QT		55	55	55
BEEP	QT		29	29	29
FRUIT DRINKS	QT		21	21	21
FRUIT DRINKS	½GAL		35	35	35

COMMODITY - DESCRIPTION	SIZE		KEWANEE	TOULON	ME
*A & P BRAND ALSO					
BORDEN					
MILK BORDENS	½GAL		2/89		
MILK GLASS	GAL		79	69	
MILK A & P	½GAL		2/85	2/85	
*MILK	QT		24	22	
MILK CTN A & P	GAL		83	75	
*BORDEN 2%	½GAL		2/79	39	
*MILK SKIM	QT		21	20	
*MILK SKIM	½GAL		41	39	
*MILK TWIN PACK	GAL	N			
*BUTTERMILK	½GAL		45	2/85	
*BUTTERMILK	QT		27	22	
*DUTCH CHOC MILK	QT		29	26	
CHOCOLATE SHAKE	½ PT		2/25	2/25	2/
DUTCH CHOC SKIM	½GAL		45	45	
*HALF & HALF	PT		37	33	
*WHIPPING CREAM	½ PT		39	40	
SOUR CREAM	16 z		—	—	
SOUR CREAM	8 z		31	31	
YOGURT	8 z		25	25	
TRIPLE WHIP	8 z		55	55	
SR HALF & HALF	PT		49	49	
EGG NOG	QT		55	55	
FRUIT DRINKS	QT		17	17	
FRUIT DRINK	½GAL		35	35	

COMMODITY - DESCRIPTION	SIZE		MINONK	LACON	GALESBURG
BORDEN					
*A & P BRAND ALSO					
MILK	GAL		79	75	81
*MILK	½GAL		41	38	41
*MILK	QT		2/43	2/47	25
MILK TWIN PK	GAL		83	75	81
*MILK CTN	GAL		—	75	81
BORDEN 2% TWIN PK	GAL		75	67	70
*BORDEN 2%	½GAL		38	34	38
*MILK SKIM	QT		2/39	2/45	22
*BUTTERMILK	½GAL		46	47	49
*BUTTERMILK	QT		2/47	2/49	26
*DUTCH CHOC MILK	QT		28	30	29
DUTCH CHOC MILK	½GAL		55	55	49
*HALF & HALF	PT		33	37	36
*WHIPPING CREAM	½ PT		40	40	37
SOUR CREAM	8 z		31	31	35
SOUR CREAM DIPS	8 z		35	39	39
YOGURT	8 z		—	29	—
TRIPLE WHIP	8 z		5	55	55
SR HALF & HALF	PT		49	49	49
EGG NOG	QT		59	59	59
FRUIT DRINK	QT		17	21	19
FRUIT DRINK	½GAL		35	35	35
A&P MILK CTN	GAL				81
A&P MILK TWIN CTN	½GAL				81
A&P MILK CTN	½GAL				41
A&P MILK CTN	QT				24

COMMODITY - DESCRIPTION	SIZE		ROCK ISLAND MOLINE DAVPORT	GENESEO	TO
BORDEN					
*A & P BRAND ALSO					
MILK BORDENS	½GAL		45		
MILK BORDENS DAVPT	½GAL		[illegible]		
MILK	GAL		75	81	
MILK A & P	½GAL		43	47	
*MILK	QT		26	27	
*MILK CTN	GAL		[illegible]	[illegible]	
*BORDEN 2%	½GAL		42	45	
*MILK SKIM	½GAL		42	43	
*MILK SKIM	QT		24	25	
*BUTTERMILK	QT		26	27	
*DUTCH CHOC MILK	QT		30	30	
CHOCOLATE SHAKE	½ PT		2/25	2/25	2/
DUTCH CHOC SKIM	½GAL		45	45	
*HALF & HALF	PT		39	[illegible]	
*WHIPPING CREAM	½ PT		42	42	
SOUR CREAM	8 z		33	35	
YOGURT	8 z		25	25	
TRIPLE WHIP	8 z		55	55	
SR HALF & HALF	PT		49	49	
EGG NOG	QT		55	55	
FRUIT DRINKS	QT		23	23	
FRUIT DRINKS	½GAL		35	35	
BORDEN SOUR CRM DIPS	8 z		39	39	

CHICAGO UNIT 4054 DATE 1/13/66

COMMODITY - DESCRIPTION	SIZE				
BORDENS			PRICETN		LASALLE
*A & P BRAND ALSO				SPRING VALLEY	
MILK	GAL		81	79	79
*MILK	½GAL		45	44	45
*MILK	QT		26	25	26
*MILK CTN	GAL		86	83	79
*BORDEN 2%	½GAL		42	41	42
*MILK SKIM	QT		22	22	22
*MILK SKIM	½GAL		42	42	42
*BUTTERMILK	½GAL		48	48	48
*BUTTERMILK	QT		26	26	26
*DUTCH CHOC MILK	QT		30	30	30
CHOCOLATE SHAKE	½ PT		2/25	2/25	2/25
DUTCH CHOC SKIM	½GAL		45	45	45
*HALF & HALF	PT		37	36	39
*WHIPPING CREAM	½ PT		40	40	40
SOUR CREAM	16 z		66	66	66
SOUR CREAM	8 z		34	34	34
YOGURT	8 z		32	32	32
TRIPLE WHIP	8 z		55	55	55
SR HALF & HALF	PT		49	49	49
EGG NOG	QT		55	55	55
BEEP	QT		29	29	29
FRUIT DRINKS	QT		21	21	21
FRUIT DRINKS	½GAL		35	35	35
BORDEN			MINONK		GALES
*A & P BRAND ALSO				LACON	BURG
MILK	GAL	A	79	75	*81
*MILK	½GAL		41	38	41
*MILK	QT		2/43	2/47	25
MILK TWIN PK	GAL		83	75	81
*MILK CTN	GAL		--	75	81
BORDEN 2% TWIN PK	GAL		75	67	70
*BORDEN 2%	½GAL		38	34	38
*MILK SKIM	QT		2/39	2/45	22
*BUTTERMILK	½GAL		46	47	49
*BUTTERMILK	QT		2/47	2/49	26
*DUTCH CHOC MILK	QT		28	30	29
DUTCH CHOC MILK	½GAL		55	55	49
*HALF & HALF	PT		33	37	36
*WHIPPING CREAM	½ PT		40	40	37
SOUR CREAM	8 z		31	31	35
SOUR CREAM DIPS	8 z		35	39	39
YOGURT	8 z		--	29	--
TRIPLE WHIP	8 z		5	55	55
SR HALF & HALF	PT		49	49	49
EGG NOG	QT		59	59	59
FRUIT DRINK	QT		17	21	19
FRUIT DRINK	½GAL		35	35	35
A&P MILK CTN	GAL				81
A&P MILK TWIN CTN	½GAL				81
A&P MILK CTN	½GAL				41
A&P MILK CTN	QT				24

COMMODITY - DESCRIPTION	SIZE			
*A & P BRAND ALSO			KEWANEE	
BORDEN				TOULON
MILK BORDENS	½GAL		2/89	
MILK GLASS	GAL		79	69
MILK A & P	½GAL		2/85	2/85
*MILK	QT		24	22
MILK CTN A & P	GAL		83	73
*BORDEN 2%	½GAL		2/79	39
*MILK SKIM	QT		21	20
*MILK SKIM	½GAL		41	39
*BUTTERMILK	½GAL		43	2/85
*BUTTERMILK	QT		26	22
*DUTCH CHOC MILK	QT		29	26
CHOCOLATE SHAKE	½ PT		2/25	2/25
DUTCH CHOC SKIM	½GAL		45	45
*HALF & HALF	PT		37	33
*WHIPPING CREAM	½ PT		39	40
SOUR CREAM	16 z		--	--
SOUR CREAM	8 z		31	31
YOGURT	8 z		25	25
TRIPLE WHIP	8 z		55	55
SR HALF & HALF	PT		49	49
EGG NOG	QT		55	55
FRUIT DRINKS	QT		17	17
FRUIT DRINK	½GAL		35	35
BORDEN			ROCK ISLAND	
*A & P BRAND ALSO			MOLINE	GENES
			DAVPORT	EO
MILK BORDENS	½GAL		45	
MILK BORDENS DAVPT	½GAL		43	
MILK	GAL		75	81
MILK A & P	½GAL		43	47
*MILK	QT		26	27
*MILK CTN	GAL		81	87
*BORDEN 2%	½GAL		42	43
*MILK SKIM	½GAL		41	43
*MILK SKIM	QT		24	25
*BUTTERMILK	QT		26	27
*DUTCH CHOC MILK	QT		30	30
CHOCOLATE SHAKE	½ PT		2/25	2/25
DUTCH CHOC SKIM	½GAL		45	45
*HALF & HALF	PT		39	39
*WHIPPING CREAM	½ PT		42	42
SOUR CREAM	8 z		33	35
YOGURT	8 z		25	25
TRIPLE WHIP	8 z		55	55
SR HALF & HALF	PT		49	49
EGG NOG	QT		55	55
FRUIT DRINKS	QT		23	23
FRUIT DRINKS	½GAL		35	35
BORDEN SOUR CRM DIPS	8 z		39	39

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CHICAGO UNIT DATE 1/10 [illegible]

COMMODITY - DESCRIPTION	SIZE		PRICETN	SPRING VALLEY	SALLE
BORDENS					
*A & P BRAND ALSO					
MILK	GAL		81	79	79
*MILK	½GAL		45	44	45
*MILK	QT		26	25	26
*MILK CTN	GAL		86	83	79
*BORDEN 2%	½GAL		42	41	42
*MILK SKIM	QT		22	22	22
*MILK SKIM	½GAL		42	42	42
*BUTTERMILK	½GAL		48	48	48
*BUTTERMILK	QT		26	26	26
*DUTCH CHOC MILK	QT		30	30	30
CHOCOLATE SHAKE	½ PT		2/25	2/25	2/25
DUTCH CHOC SKIM	½GAL		45	45	45
*HALF & HALF	PT		37	36	39
*WHIPPING CREAM	½ PT		40	40	40
SOUR CREAM	16 z		66	66	66
SOUR CREAM	8 z		34	34	34
YOGURT	8 z		32	32	32
TRIPLE WHIP	8 z		55	55	55
SR HALF & HALF	PT		49	49	49
EGG NOG	QT		55	55	55
BEEP	QT		29	29	29
FRUIT DRINKS	QT		21	21	21
FRUIT DRINKS	½GAL		35	35	35

COMMODITY - DESCRIPTION	SIZE		MINONK	LACON	GALES BURG
BORDEN					
*A & P BRAND ALSO					
MILK	GAL		79	75	77
*MILK	½GAL		41	38	41
*MILK	QT		2/43	2/47	25
MILK TWIN PK	GAL		83	75	81
*MILK CTN	GAL		--	75	81
BORDEN 2% TWIN PK	GAL		75	67	70
*BORDEN 2%	½GAL	A	38	34	*38
*MILK SKIM	QT	A	2/39	2/45	*22
*BUTTERMILK	½GAL	A	46	47	*49
*BUTTERMILK	QT	A	2/47	2/49	*26
*DUTCH CHOC MILK	QT	A	28	30	*29
DUTCH CHOC MILK	½GAL	R	55	55	*49
*HALF & HALF	PT	A	33	37	*36
*WHIPPING CREAM	½ PT	R	40	40	*37
SOUR CREAM	8 z	A	31	31	*35
SOUR CREAM DIPS	8 z	A	35	39	*39
YOGURT	8 z		--	29	--
TRIPLE WHIP	8 z		5	55	55
SR HALF & HALF	PT		49	49	49
EGG NOG	QT		59	59	59
FRUIT DRINK	QT		17	21	19
FRUIT DRINK	½GAL		35	35	35
A&P MILK CTN	GAL	A			*81
A&P MILK TWIN CTN	½GAL	A			*81
A&P MILK CTN	½GAL	A			*41
A&P MILK CTN	QT	R			*24

COMMODITY - DESCRIPTION	SIZE		KEWANEE	TOULON
*A & P BRAND ALSO				
BORDEN				
MILK BORDENS	½GAL		2/89	
MILK GLASS	GAL		79	69
MILK A & P	½GAL		2/85	[illegible]
*MILK	QT		24	22
MILK CTN A & P	GAL		83	73
*BORDEN 2%	½GAL		2/79	39
*MILK SKIM	QT		21	20
*MILK SKIM	½GAL		41	39
*BUTTERMILK	½GAL		43	2/85
*BUTTERMILK	QT		26	22
*DUTCH CHOC MILK	QT		29	26
CHOCOLATE SHAKE	½ PT		2/25	2/25
DUTCH CHOC SKIM	½GAL		45	45
*HALF & HALF	PT		37	33
*WHIPPING CREAM	½ PT		39	40
SOUR CREAM	16 z		--	--
SOUR CREAM	8 z		31	32
YOGURT	8 z		25	25
TRIPLE WHIP	8 z		55	55
SR HALF & HALF	PT		49	49
EGG NOG	QT		55	55
FRUIT DRINKS	QT		17	17
FRUIT DRINK	½GAL		35	35

COMMODITY - DESCRIPTION	SIZE		ROCK ISLAND MOLINE DAVPORT	GENESEO
BORDEN				
*A & P BRAND ALSO				
MILK BORDENS	½GAL		45	
MILK BORDENS DAVPT	½GAL		43	
MILK	GAL		75	81
MILK A & P	½GAL		43	47
*MILK	QT		26	27
*MILK CTN	GAL		81	87
*BORDEN 2%	½GAL		[illegible]	43
*MILK SKIM	½GAL		41	43
*MILK SKIM	QT		24	25
*BUTTERMILK	QT		26	27
*DUTCH CHOC MILK	QT		30	30
CHOCOLATE SHAKE	½ PT		2/25	2/25
DUTCH CHOC SKIM	½GAL		45	45
*HALF & HALF	PT		39	39
*WHIPPING CREAM	½ PT		44	44
SOUR CREAM	8 z		33	33
YOGURT	8 z		25	25
TRIPLE WHIP	8 z		55	55
SR HALF & HALF	PT		49	49
EGG NOG	QT		55	[illegible]
FRUIT DRINKS	QT		23	[illegible]
FRUIT DRINKS	½GAL		35	35
BORDEN SOUR CRM DIPS	8 z		39	39

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CHICAGO UNIT

DATE 1/3/66

BORDENS
*A & P BRAND ALSO

COMMODITY - DESCRIPTION	SIZE	PRINCETN	SPRING VALLEY	LASALLE
MILK	GAL	81	79	79
*MILK	½GAL	45	44	45
*MILK	QT	26	25	26
*MILK CTN	GAL	86	83	79
*BORDEN 2%	½GAL	42	41	42
*MILK SKIM	QT	22	22	22
*MILK SKIM	½GAL	42	42	42
*BUTTERMILK	½GAL	48	48	48
*BUTTERMILK	QT	26	26	26
*DUTCH CHOC MILK	QT	30	30	30
CHOCOLATE SHAKE	½ PT	2/25	2/25	2/25
DUTCH CHOC SKIM	½GAL	45	45	45
*HALF & HALF	PT	37	36	39
*WHIPPING CREAM	½ PT	40	40	40
SOUR CREAM	16 z	66	66	66
SOUR CREAM	8 z	34	34	34
YOGURT	8 z	32	32	32
TRIPLE WHIP	8 z	55	55	55
SR HALF & HALF	PT	49	49	49
EGG NOG	QT	55	55	55
BEEP	QT	29	29	29
FRUIT DRINKS	QT	21	21	21
FRUIT DRINKS	½GAL	35	35	35

BORDEN
*A & P BRAND ALSO

COMMODITY - DESCRIPTION	SIZE		MINONK	LACON	GALESBURG
MILK	GAL		79	75	77
*MILK	½GAL		41	38	41
*MILK	QT		2/43	2/47	25
MILK TWIN PK	GAL		83	75	81
*MILK CTN	GAL		--	75	81
BORDEN 2% TWIN PK	GAL		75	67	70
*BORDEN 2%	½GAL		38	34	35
*MILK SKIM	QT		2/39	2/45	2/41
*BUTTERMILK	½GAL		46	47	46
*BUTTERMILK	QT		2/47	2/49	2/47
*DUTCH CHOC MILK	QT		28	30	28
DUTCH CHOC MILK	½GAL		55	55	55
*HALF & HALF	PT		33	37	35
*WHIPPING CREAM	½ PT		40	40	40
SOUR CREAM	8 z		31	31	31
SOUR CREAM DIPS	8 z	A	*35	*39	*35
YOGURT	8 z		--	29	--
TRIPLE WHIP	8 z		5	55	55
SR HALF & HALF	PT		49	49	49
EGG NOG	QT		59	59	59
FRUIT DRINK	QT		17	21	19
FRUIT DRINK	½GAL		35	35	35
A&P MILK CTN	GAL				77
A&P MILK TWIN CTN	½GAL				77
A&P MILK CTN	½GAL				2/77
A&P MILK CTN	QT				25

*A & P BRAND ALSO
BORDEN

COMMODITY - DESCRIPTION	SIZE	KEWANEE	TOULON
MILK BORDENS	½GAL	2/89	
MILK GLASS	GAL	79	69
MILK A & P	½GAL	2/85	2/85
*MILK	QT	24	22
MILK CTN A & P	GAL	83	73
*BORDEN 2%	½GAL	2/79	39
*MILK SKIM	QT	21	20
*MILK SKIM	½GAL	41	39
*BUTTERMILK	½GAL	43	2/85
*BUTTERMILK	QT	26	22
*DUTCH CHOC MILK	QT	29	28
CHOCOLATE SHAKE	½ PT	2/25	2/25
DUTCH CHOC SKIM	½GAL	45	45
*HALF & HALF	PT	37	33
*WHIPPING CREAM	½ PT	39	40
SOUR CREAM	16 z	--	--
SOUR CREAM	8 z	31	31
YOGURT	8 z	25	25
TRIPLE WHIP	8 z	55	55
SR HALF & HALF	PT	49	49
EGG NOG	QT	55	55
FRUIT DRINKS	QT	17	17
FRUIT DRINK	½GAL	35	35

BORDEN
*A & P BRAND ALSO

COMMODITY - DESCRIPTION	SIZE	ROCK ISLAND MOLINE DAVPORT	GENESEO
MILK BORDENS	½GAL	45	
MILK BORDENS DAVPT	½GAL	43	
MILK	GAL	75	81
MILK A & P	½GAL	43	47
*MILK	QT	26	27
*MILK CTN	GAL	81	87
*BORDEN 2%	½GAL	42	43
*MILK SKIM	½GAL	41	43
*MILK SKIM	QT	24	25
*BUTTERMILK	QT	26	27
*DUTCH CHOC MILK	QT	30	30
CHOCOLATE SHAKE	½ PT	2/25	2/25
DUTCH CHOC SKIM	½GAL	45	45
*HALF & HALF	PT	39	39
*WHIPPING CREAM	½ PT	42	42
SOUR CREAM	8 z	33	35
YOGURT	8 z	25	25
TRIPLE WHIP	8 z	55	55
SR HALF & HALF	PT	49	49
EGG NOG	QT	55	55
FRUIT DRINKS	QT	23	23
FRUIT DRINKS	½GAL	35	35
BORDEN SOUR CRM DIPS	8 z	39	39

PRICE

PAGE

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DATE 5/24/66

CHICAGO UNIT

COMMODITY - DESCRIPTION	SIZE		ZONE XXXX	ZONE XXXX	ZONE 3
HUNDING DAIRY CO. 1850 E.71st ST.					
BUTTERMILK	QT		27		
CREAM HALF&HALF 12%	PT		39		
CREAM SOUR	½ PT		39		
CREAM SOUR	PT		69		
CREAM WHIPPING	½ PT		41		
EGG NOG	QT		55		
MILK	QT		27		
MILK	GAL		83		
MILK CHOCOLATE	QT		35		
MILK PAPER	½GAL		49		
MILK SKIM	QT		26		
REDDI WHIP	7 z		55		
YOGURT PL&STRAW	8 z		29		
DEPOSIT GALLONS 10ct					
HOME TOWN DAIRIES					
				WATERLOO	
BUTTERMILK	QT			28	
BREAKFAST ORANGE	QT			25	
CHIVE COTTGE CHEESE	16 z			33	
COTTAGE CHEESE	1 #			33	
COTTAGE CHEESE	2 #			59	
EGG NOG	QT			59	
HALF & HALF	PT			39	
HI LO SKIM MILK	QT			23	
HI LO SKIM MILK	½GAL			43	
MILK CHOCOLATE	QT			30	
MILK HOMO	QT			26	
MILK HOMO	½GAL			47	
MILK HOMO	GAL			87	
MILK HOMO CARTON	GAL			93	
SOUR CREAM	8 z			36	
SOUR CREAM DIPS	8 z			39	
TAYSTEE "D" 2%	½GAL			45	
WHIPPING CREAM	½ PT			44	
DEP GAL 25¢					

COMMODITY - DESCRIPTION	SIZE		ZONE XXXX	ZONE XXXX	ZO
CARNATION CO (WATERLOO)					
WATERLOO					
BUTTERMILK CARTON	QT		28		
CARNATION WHIP	7 z		59		
CHOCOLATE DRINK	QT		30		
COTTAGE CHEESE	1 #		33		
COTTAGE CHEESE	2 #		59		
CREAM SOUR CTN	8 z		36		
EGG NOG BUDGET	QT		59		
EGG NOG REGULAR	QT		75		
HALF & HALF CTN	PT		39		
MILK HOMO	GAL		87		
MILK HOMO CTN	QT		26		
MILK HOMO CTN	½GAL		47		
MILK HOMO CTN	GAL		93		
BRENTWOOD	½GAL		45		
OLD FASH COTTAGE CHSE	12 z		29		
ORANGE LEMONADE OR GRAPE FRUIT PUNCH	½GAL		39		
SLENDER	½GAL		43		
SLENDER CTN	QT		23		
VITA-GLO 2%	½GAL		45		
WHIP CREAM	½ PT		44		
SOUR CREAM DIPS			49		
SOUR CREAM IMITATION	12 z	N	35		
YOGURT	½ PT		27		
DEP GAL 25¢					
HOMETOWN DAIRY-IOWA CITY				IOWA CITY	
BUTTERMILK	QT			29	
BREAKFAST ORNGE	QT			29	
SOUR CREAM DIPS	8 z			39	
COTTAGE CHEESE	1 #			33	
COTTAGE CHEESE	2 #			63	
COTTAGE CHEESE DRY	1 #			33	
COTTAGE CHSE FLVR	1 #			36	
CREAM SOUR	8 z			37	
CREAM WHIPPING	½ PT			45	
CREST MILK	½GAL			49	
EGG NOG	QT			59	
HALF & HALF	PT			39	
HI-LO	QT			24	
HI-LO	½GAL			43	
MILK CHOCOLATE	QT			29	
MILK VIT D(HOMO)	QT			27	
MILK VIT D(HOMO)	½GAL			46	
TAYSTEE D	½GAL			44	
YOGURT	8 z			35	
WAPSIE VALLEY CRE - INDEPENDENCE					
HALF & HALF	PT			39	
MILK HOMO CARTON	½GAL			49	
MILK HOMO & PAST	QT			25	

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CHICAGO UNIT

DATE 5/25/66

COMMODITY - DESCRIPTION	SIZE		ZONE XXXX	ZONE XXXX	ZONE 3
HUNDING DAIRY CO. 1850 E.71st ST.					
BUTTERMILK	QT		27		
CREAM HALF&HALF 12%	PT		39		
CREAM SOUR	½ PT		39		
CREAM SOUR	PT		69		
CREAM WHIPPING	½ PT		41		
EGG NOG	QT		55		
MILK	QT		27		
MILK	GAL		85		
MILK CHOCOLATE	QT		35		
MILK PAPER	½GAL		49		
MILK SKIM	QT		26		
REDDI WHIP	7 z		55		
YOGURT PL&STRAW	8 z		29		
DEPOSIT GALLONS 10ct					
HOME TOWN DAIRIES					
				WATERLOO	
BUTTERMILK	QT			28	
BREAKFAST ORANGE	QT			25	
CHIVE COTTGE CHEESE	16 z			33	
COTTAGE CHEESE	1 #			33	
COTTAGE CHEESE	2 #			59	
EGG NOG	QT			59	
HALF & HALF	PT			39	
HI LO SKIM MILK	QT			23	
HI LO SKIM MILK	½GAL			43	
MILK CHOCOLATE	QT			30	
MILK HOMO	QT			26	
MILK HOMO	½GAL			47	
MILK HOMO	GAL			87	
MILK HOMO CARTON	GAL			93	
SOUR CREAM	8 z			36	
SOUR CREAM DIPS	8 z			39	
TAYSTEE "D" 2%	½GAL			45	
WHIPPING CREAM	½ PT			44	
DEP GAL 25¢					

COMMODITY - DESCRIPTION	SIZE		ZONE XXXX	ZONE XXXX
CARNATION CO (WATERLOO)				
			WATERLOO	
BUTTERMILK CARTON	QT		28	
CARNATION WHIP	7 z		59	
CHOCOLATE DRINK	QT		30	
COTTAGE CHEESE	1 #		33	
COTTAGE CHEESE	2 #		59	
CREAM SOUR CTN	8 z		36	
EGG NOG BUDGET	QT		59	
EGG NOG REGULAR	QT		75	
HALF & HALF CTN	PT		39	
MILK HOMO	GAL		87	
MILK HOMO CTN	QT		26	
MILK HOMO CTN	½GAL		47	
MILK HOMO CTN	GAL		93	
BRENTWOOD	½GAL		45	
OLD FASH COTTAGE CHSE	12 z		29	
ORANGE LEMONADE OR GRAPE FRUIT PUNCH	½GAL		39	
SLENDER	½GAL		43	
SLENDER CTN	QT		23	
VITA-GLO 2%	½GAL		45	
WHIP CREAM	½ PT		44	
SOUR CREAM DIPS			49	
YOGURT	½ PT		27	
DEP GAL 25¢				
HOMETOWN DAIRY-IOWA CITY				IOWA C
BUTTERMILK	QT			29
BREAKFAST ORANGE	QT			29
SOUR CREAM DIPS	8 z			39
COTTAGE CHEESE	1 #			33
COTTAGE CHEESE	2 #			65
COTTAGE CHEESE DRY	1 #			33
COTTAGE CHSE FLVR	1 #			36
CREAM SOUR	8 z			37
CREAM WHIPPING	½ PT			45
CREST MILK	½GAL			45
EGG NOG	QT			59
HALF & HALF	PT			39
HI-LO	QT			24
HI-LO	½GAL			43
MILK CHOCOLATE	QT			29
MILK VIT D(HOMO)	QT			27
MILK VIT D(HOMO)	½GAL			46
TAYSTEE D	½GAL			44
YOGURT	8 z	A		*35
WAPSIE VALLEY CRE - INDEPENDENCE				
HALF & HALF	PT			39
MILK HOMO CARTON	½GAL			49
MILK HOMO & PAST	QT			29

RICE LIST THE GREAT ATLANTIC & PACIFIC TEA CO. INC. PAGE DAIRY 11

ICAGO UNIT 4059 DATE 5/4/66

COMMODITY - DESCRIPTION	SIZE		ZONE XXXX	ZONE X2XX	ZONE 3
EDING DAIRY CO. 1850 E.71st ST.					
BUTTERMILK	QT		27		
CREAM HALF&HALF 12%	PT		39		
CREAM SOUR	½ PT		39		
CREAM SOUR	PT		69		
CREAM WHIPPING	½ PT		41		
EGG NOG	QT		55		
MILK	QT		27		
MILK	GAL		83		
MILK CHOCOLATE	QT		35		
MILK PAPER	½GAL		49		
MILK SKIM	QT		26		
REDDI WHIP	7 z		55		
YOGURT PL&STRAW	8 z		29		
EPOSIT GALLONS 10ct					
OME TOWN DAIRIES					
				WATERLOO	
BUTTERMILK	QT			28	
BREAKFAST ORANGE	QT			25	
CHIVE COTTGE CHEESE	16 z			33	
COTTAGE CHEESE	1 #			33	
COTTAGE CHEESE	2 #			59	
EGG NOG	QT			59	
HALF & HALF	PT			39	
HI LO SKIM MILK	QT			23	
HI LO SKIM MILK	½GAL			43	
MILK CHOCOLATE	QT			30	
MILK HOMO	QT			26	
MILK HOMO	½GAL			47	
MILK HOMO	GAL			87	
MILK HOMO CARTON	GAL			93	
SOUR CREAM	8 z			36	
SOUR CREAM DIPS	8 z			39	
TAYSTEE "D" 2%	½GAL			45	
WHIPPING CREAM	½ PT			44	
DEP GAL 25¢					

COMMODITY - DESCRIPTION	SIZE		ZONE XXXXX	ZONE XX2XX	ZON 3
CARNATION CO (WATERLOO)					
WATERLOO					
BUTTERMILK CARTON	QT		28		
CARNATION WHIP	7 z		59		
CHOCOLATE DRINK	QT		30		
COTTAGE CHEESE	1 #		33		
COTTAGE CHEESE	2 #		59		
CREAM SOUR CTN	8 z		36		
EGG NOG BUDGET	QT		59		
EGG NOG REGULAR	QT		75		
HALF & HALF CTN	PT		39		
MILK HOMO	GAL		87		
MILK HOMO CTN	QT		26		
MILK HOMO CTN	½GAL		47		
MILK HOMO CTN	GAL		93		
BRENTWOOD	½GAL		45		
OLD FASH COTTAGE CHSE	12 z		29		
ORANGE LEMONADE OR GRAPE FRUIT PUNCH	½GAL		39		
SLENDER	½GAL		43		
SLENDER CTN	QT		23		
VITA-GLO 2%	½GAL		45		
WHIP CREAM	½ PT		44		
SOUR CREAM DIPS			49		
YOGURT	½ PT		27		
DEP GAL 25¢					
HOMETOWN DAIRY-IOWA CITY				IOWA CITY	
BUTTERMILK	QT			29	
BREAKFAST ORANGE	QT			29	
SOUR CREAM DIPS	8 z			39	
COTTAGE CHEESE	1 #			33	
COTTAGE CHEESE	2 #			63	
COTTAGE CHEESE DRY	1 #			[illegible]	
COTTAGE CHSE FLVR	1 #			36	
CREAM SOUR	8 z			37	
CREAM WHIPPING	½ PT			45	
CREST MILK	½GAL			45	
EGG NOG	QT			59	
HALF & HALF	PT			39	
HI-LO	QT			24	
HI-LO	½GAL			43	
MILK CHOCOLATE	QT			29	
MILK VIT D(HOMO)	QT			27	
MILK VIT D(HOMO)	½GAL			46	
TAYSTEE D	½GAL			44	
YOGURT	8 z			29	
WAPSIE VALLEY CRE - INDEPENDENCE					
HALF & HALF	PT			39	
MILK HOMO CARTON	½GAL	A		*49	
MILK HOMO & PAST	QT	A		*25	

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CHICAGO UNIT

DATE 4/19/66

COMMODITY - DESCRIPTION	SIZE		XXXX	XXXX	ZONE 3
HUNDING DAIRY CO. 1850 E.71st ST.					
BUTTERMILK	QT		27		
CREAM HALF&HALF 12%	PT		39		
CREAM SOUR	½ PT		39		
CREAM SOUR	PT		69		
CREAM WHIPPING	½ PT		41		
EGG NOG	QT		55		
MILK	QT		27		
MILK	GAL		83		
MILK CHOCOLATE	QT		35		
MILK PAPER	½GAL		49		
MILK SKIM	QT		26		
REDDI WHIP	7 z		55		
YOGURT PL&STRAW	8 z		29		
DEPOSIT GALLONS 10ct					
HOME TOWN DAIRIES					
				WATERLOO	
BUTTERMILK	QT	A		*28	
BREAKFAST ORANGE	QT			25	
CHIVE COTTGE CHEESE	16 z	A		*33	
COTTAGE CHEESE	1 #	A		*33	
COTTAGE CHEESE	2 #	A		*59	
EGG NOG	QT			59	
HALF & HALF	PT	A		*39	
HI LO SKIM MILK	QT	A		*23	
HI LO SKIM MILK	½GAL	A		*43	
MILK CHOCOLATE	QT	A		*30	
MILK HOMO	QT	A		*26	
MILK HOMO	½GAL	A		*47	
MILK HOMO	GAL	A		*87	
MILK HOMO CARTON	GAL	A		*93	
SOUR CREAM	8 z	A		*36	
SOUR CREAM DIPS	8 z	A		*39	
TAYSTEE "D" 2%	½GAL	A		*45	
WHIPPING CREAM	½ PT	A		*44	
DEP GAL 25¢					

COMMODITY - DESCRIPTION	SIZE		XXXX	XXXX
CARNATION CO (WATERLOO)				
			WATERLOO	
BUTTERMILK CARTON	QT	A	*28	
CARNATION WHIP	7 z		59	
CHOCOLATE DRINK	QT	A	*30	
COTTAGE CHEESE	1 #	A	*33	
COTTAGE CHEESE	2 #	A	*59	
CREAM SOUR CTN	8 z	A	*36	
EGG NOG BUDGET	QT		59	
EGG NOG REGULAR	QT		75	
HALF & HALF CTN	PT	A	*39	
MILK HOMO	GAL	A	*87	
MILK HOMO CTN	QT	A	*26	
MILK HOMO CTN	½GAL	A	*47	
MILK HOMO CTN	GAL	A	*93	
BRENTWOOD	½GAL	A	*45	
OLD FASH COTTAGE CHSE	12 z	A	*29	
ORANGE LEMONADE OR GRAPE FRUIT PUNCH	½GAL		39	
SLENDER	½GAL	A	*43	
SLENDER CTN	QT	A	*23	
VITA-GLO 2%	½GAL	A	*45	
WHIP CREAM	½ PT	A	*44	
SOUR CREAM DIPS			49	
YOGURT	½ PT	N	27	
DEP GAL 25¢				
HOMETOWN DAIRY-IOWA CITY				IOWA C
BUTTERMILK	QT			29
BREAKFAST ORNGE	QT			29
SOUR CREAM DIPS	8 z			39
COTTAGE CHEESE	1 #			33
COTTAGE CHEESE	2 #			63
COTTAGE CHEESE DRY	1 #			33
COTTAGE CHSE FLVR	1 #			36
CREAM SOUR	8 z			37
CREAM WHIPPING	½ PT			45
CREST MILK	½GAL			45
EGG NOG	QT			59
HALF & HALF	PT			39
HI-LO	QT			24
HI-LO	½GAL			43
MILK CHOCOLATE	QT			29
MILK VIT D(HOMO)	QT			27
MILK VIT D(HOMO)	½GAL			46
TAYSTEE D	½GAL			44
YOGURT	8 z			29
WAPSIE VALLEY CRE - INDEPENDENCE				
HALF & HALF	PT			39
MILK HOMO CARTON	½GAL			47
MILK HOMO & PAST	QT			24

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HICAGO UNIT

DATE 3/29/66

COMMODITY - DESCRIPTION	SIZE		ZONE XXXX	ZONE XXXX	ZONE 3
UNDING DAIRY CO. 1850 E.71st ST.					
BUTTERMILK	QT		27		
CREAM HALF&HALF 12%	PT		39		
CREAM SOUR	½ PT		39		
CREAM SOUR	PT		69		
CREAM WHIPPING	½ PT		41		
EGG NOG	QT		55		
MILK	QT		27		
MILK	GAL		83		
MILK CHOCOLATE	QT		35		
MILK PAPER	½GAL		49		
MILK SKIM	QT		26		
REDDI WHIP	7 z		55		
YOGURT PL&STRAW	8 z		29		
DEPOSIT GALLONS 10ct					
HOME TOWN DAIRIES					
				WATERLOO	
BUTTERMILK	QT			26	
BREAKFAST ORANGE	QT			25	
CHIVE COTTGE CHEESE	16 z			31	
COTTAGE CHEESE	1 #			29	
COTTAGE CHEESE	2 #			55	
EGG NOG	QT			59	
HALF & HALF	PT			35	
HI LO SKIM MILK	QT			21	
HI LO SKIM MILK	½GAL			41	
MILK CHOCOLATE	QT			27	
MILK HOMO	QT			24	
MILK HOMO	½GAL			44	
MILK HOMO	GAL			83	
MILK HOMO CARTON	GAL			87	
SOUR CREAM	8 z			32	
SOUR CREAM DIPS	8 z			35	
TAYSTEE "D" 2%	½GAL			41	
VITA MOST 100% ORG JCE	QT			55	
WHIPPING CREAM	½ PT			41	
DEP GAL 25¢					

COMMODITY - DESCRIPTION	SIZE		ZONE XXXXX	ZONE XXXXX	ZONE 3
CARNATION CO (WATERLOO)					
			WATERLOO		
BUTTERMILK CARTON	QT		26		
CARNATION WHIP	7 z		59		
CHOCOLATE DRINK	QT		27		
COTTAGE CHEESE	1 #		29		
COTTAGE CHEESE	2 #		55		
CREAM SOUR CTN	8 z		32		
EGG NOG BUDGET	QT		59		
EGG NOG REGULAR	QT		75		
HALF & HALF CTN	PT		35		
MILK HOMO	GAL		83		
MILK HOMO CTN	QT		24		
MILK HOMO CTN	½GAL		44		
MILK HOMO CTN	GAL		87		
BRENTWOOD	½GAL		43		
OLD FASH COTTAGE CHSE	12 z		25		
ORANGE LEMONADE OR GRAPE FRUIT PUNCH	½GAL		39		
SLENDER	½GAL		41		
SLENDER CTN	QT		21		
VITA-GLO 2%	½GAL		41		
WHIP CREAM	½ PT		41		
SOUR CREAM DIPS			49		
DEP GAL 25¢					
HOMETOWN DAIRY-IOWA CITY				IOWA CITY	
BUTTERMILK	QT	A		*29	
BREAKFAST ORNGE	QT	A		*29	
SOUR CREAM DIPS	8 z	A		*39	
COTTAGE CHEESE	1 #	A		*33	
COTTAGE CHEESE	2 #	A		*63	
COTTAGE CHEESE DRY	1 #	A		*33	
COTTAGE CHSE FLVR	1 #	A		*36	
CREAM SOUR	8 z	A		*37	
CREAM WHIPPING	½ PT	A		*45	
CREST MILK	½GAL	A		*45	
EGG NOG	QT			59	
HALF & HALF	PT	A		*39	
HI-LO	QT	A		*24	
HI-LO	½GAL			43	
MILK CHOCOLATE	QT	A		*29	
MILK VIT D(HOMO)	QT	A		*27	
MILK VIT D(HOMO)	½GAL	A		*46	
TAYSTEE D	½GAL	A		*44	
YOGURT	8 z			29	
WAPSIE VALLEY CRE - INDEPENDENCE					
HALF & HALF	PT			39	
MILK HOMO CARTON	½GAL			47	
MILK HOMO & PAST	QT			24	

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CHICAGO UNIT

DATE 2/23/66

COMMODITY - DESCRIPTION	SIZE		~~ZONE~~ XXXX	~~ZONE~~ XXXX	ZONE 3
HUNDING DAIRY CO. 1850 E.71st ST.					
BUTTERMILK	QT		27		
CREAM HALF&HALF 12%	PT		39		
CREAM SOUR	½ PT		39		
CREAM SOUR	PT		69		
CREAM WHIPPING	½ PT		41		
EGG NOG	QT		55		
MILK	QT		27		
MILK	GAL		83		
MILK CHOCOLATE	QT		35		
MILK PAPER	½GAL		49		
MILK SKIM	QT		26		
REDDI WHIP	7 z		55		
YOGURT PL&STRAW	8 z		29		
DEPOSIT GALLONS 10ct					
HOME TOWN DAIRIES					
				WATERLOO	
BUTTERMILK	QT			26	
BREAKFAST ORANGE	QT			25	
CHIVE COTTGE CHEESE	16 z			31	
COTTAGE CHEESE	1 #			29	
COTTAGE CHEESE	2 #			55	
EGG NOG	QT			59	
HALF & HALF	PT			35	
HI LO SKIM MILK	QT			21	
HI LO SKIM MILK	½GAL			41	
MILK CHOCOLATE	QT			27	
MILK HOMO	QT			24	
MILK HOMO	½GAL			44	
MILK HOMO	GAL			83	
MILK HOMO CARTON	GAL			87	
SOUR CREAM	8 z			32	
SOUR CREAM DIPS	8 z			35	
TAYSTEE "D" 2%	½GAL			41	
VITA MOST 100% ORG JCE	QT			55	
WHIPPING CREAM	½ PT			41	
DEP GAL 25¢					

COMMODITY - DESCRIPTION	SIZE		~~ZONE~~ XXXXX	~~ZONE~~ XXXXX
CARNATION CO (WATERLOO)				
			WATERLOO	
BUTTERMILK CARTON	QT		26	
CARNATION WHIP	7 z		59	
CHOCOLATE DRINK	QT		27	
COTTAGE CHEESE	1 #		29	
COTTAGE CHEESE	2 #		55	
CREAM SOUR CTN	8 z		32	
EGG NOG BUDGET	QT		59	
EGG NOG REGULAR	QT		75	
HALF & HALF CTN	PT		35	
MILK HOMO	GAL		85	
MILK HOMO CTN	QT		24	
MILK HOMO CTN	½GAL		44	
MILK HOMO CTN	GAL		87	
BRENTWOOD	½GAL	R	*43	
OLD FASH COTTAGE CHSE	12 z		25	
ORANGE LEMONADE OR GRAPE FRUIT PUNCH	½GAL		39	
SLENDER	½GAL		41	
SLENDER CTN	QT		21	
VITA-GLO 2%	½GAL		41	
WHIP CREAM	½ PT		41	
SOUR CREAM DIPS			49	
DEP GAL 25¢				
HOMETOWN DAIRY-IOWA CITY				IOWA C
BUTTERMILK	QT			27
BREAKFAST ORNGE	QT			25
CHIVE SOUR CRM DIP	8 z			37
COTTAGE CHEESE	1 #			29
COTTAGE CHEESE	2 #			53
COTTAGE CHEESE DRY	1 #			29
COTTAGE CHSE FLVR	1 #			33
CREAM SOUR	8 z			34
CREAM WHIPPING	½ PT			43
CREST MILK	½GAL			43
EGG NOG	QT			59
HALF & HALF	PT			37
HI-LO	QT			22
HI-LO	½GAL			43
MILK CHOCOLATE	QT			27
MILK VIT D(HOMO)	QT			25
MILK VIT D(HOMO)	½GAL			44
TAYSTEE D	½GAL			41
YOGURT	8 z			29
WAPSIE VALLEY CRE - INDEPENDENCE				
HALF & HALF	PT			39
MILK HOMO CARTON	½GAL			47
MILK HOMO & PAST	QT			24

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CHICAGO UNIT

DATE 2/9/66

COMMODITY · DESCRIPTION	SIZE		ZONE XXXX	ZONE XXXX	ZONE 3
HUNDING DAIRY CO. 1850 E.71st ST.					
BUTTERMILK	QT		27		
CREAM HALF&HALF 12%	PT		39		
CREAM SOUR	½ PT		39		
CREAM SOUR	PT		69		
CREAM WHIPPING	½ PT		41		
EGG NOG	QT		55		
MILK	QT		27		
MILK	GAL		83		
MILK CHOCOLATE	QT		35		
MILK PAPER	½GAL		49		
MILK SKIM	QT		26		
REDDI WHIP	7 z		55		
YOGURT PL&STRAW	8 z		29		
DEPOSIT GALLONS 10ct					
HOME TOWN DAIRIES				WATERLOO	
BUTTERMILK	QT			26	
BREAKFAST ORANGE	QT			25	
CHIVE COTTGE CHEESE	16 z			31	
COTTAGE CHEESE	1 #			29	
COTTAGE CHEESE	2 #			55	
EGG NOG	QT			59	
HALF & HALF	PT			35	
HI LO SKIM MILK	QT			21	
HI LO SKIM MILK	½GAL			41	
MILK CHOCOLATE	QT			27	
MILK HOMO	QT			24	
MILK HOMO	½GAL			44	
MILK HOMO	GAL			83	
MILK HOMO CARTON	GAL			87	
SOUR CREAM	8 z			32	
SOUR CREAM DIPS	8 z			35	
TAYSTEE "D" 2%	½GAL			41	
VITA MOST 100% ORG JCE	QT	A		*55	
WHIPPING CREAM	½ PT			41	
DEP GAL 25¢					

COMMODITY · DESCRIPTION	SIZE		ZONE XXXXX	ZONE XXXX	ZONE 3
CARNATION CO (WATERLOO)			WATERLOO		
BUTTERMILK CARTON	QT		26		
CARNATION WHIP	7 z	R	*59		
CHOCOLATE DRINK	QT		27		
COTTAGE CHEESE	1 #		29		
COTTAGE CHEESE	2 #		55		
CREAM SOUR CTN	8 z		32		
EGG NOG BUDGET	QT		59		
EGG NOG REGULAR	QT		75		
HALF & HALF CTN	PT		35		
MILK HOMO	GAL		83		
MILK HOMO CTN	QT		24		
MILK HOMO CTN	½GAL		44		
MILK HOMO CTN	GAL		87		
BRENTWOOD	½GAL		45		
OLD FASH COTTAGE CHSE	12 z		25		
ORANGE LEMONADE OR GRAPE FRUIT PUNCH	½GAL		39		
SLENDER	½GAL		41		
SLENDER CTN	QT		21		
VITA-GLO 2%	½GAL		41		
WHIP CREAM	½ PT		41		
SOUR CREAM DIPS			49		
DEP GAL 25¢					
HOMETOWN DAIRY-IOWA CITY				IOWA CITY	
BUTTERMILK	QT			27	
BREAKFAST ORNGE	QT			25	
CHIVE SOUR CRM DIP	8 z			37	
COTTAGE CHEESE	1 #			29	
COTTAGE CHEESE	2 #			53	
COTTAGE CHEESE DRY	1 #			29	
COTTAGE CHSE FLVR	1 #			33	
CREAM SOUR	8 z			34	
CREAM WHIPPING	½ PT			43	
CREST MILK	½GAL			[illegible]	
EGG NOG	QT			59	
HALF & HALF	PT			37	
HI-LO	QT			22	
HI-LO	½GAL			43	
MILK CHOCOLATE	QT			27	
MILK VIT D(HOMO)	QT			25	
MILK VIT D(HOMO)	½GAL			44	
TAYSTEE D	½GAL			41	
YOGURT	8 z			29	
WAPSIE VALLEY CRE - INDEPENDENCE					
HALF & HALF	PT			39	
MILK HOMO CARTON	½GAL			47	
MILK HOMO & PAST	QT			24	

PRICE LIST NO. 7

4064

CHICAGO UNIT

DATE 2/7/66

COMMODITY · DESCRIPTION	SIZE		XXXX	XXXX	ZONE 3
HUNDING DAIRY CO. 1850 E.71st ST.					
BUTTERMILK	QT	A	*27		
CREAM HALF&HALF 12%	PT		39		
CREAM SOUR	½ PT	A	*39		
CREAM SOUR	PT	A	*69		
CREAM WHIPPING	½ PT	A	*41		
EGG NOG	QT		55		
MILK	QT	A	*27		
MILK	GAL	A	*83		
MILK CHOCOLATE	QT	A	*35		
MILK PAPER	½GAL	A	*49		
MILK SKIM	QT	A	*26		
REDDI WHIP	7 z		55		
YOGURT PI&STRAW	8 z		29		
DEPOSIT GALLONS 10ct					
HOME TOWN DAIRIES					
				WATERLOO	
BUTTERMILK	QT			26	
BREAKFAST ORANGE	QT			25	
CHIVE COTTGE CHEESE	16 z			31	
COTTAGE CHEESE	1 #			29	
COTTAGE CHEESE	2 #			55	
CREST MILK	½GAL			41	
EGG NOG	QT			59	
HALF & HALF	PT			35	
HI LO SKIM MILK	QT			21	
HI LO SKIM MILK	½GAL			41	
MILK CHOCOLATE	QT			27	
MILK HOMO	QT			24	
MILK HOMO	½GAL			44	
MILK HOMO	GAL			83	
MILK HOMO CARTON	GAL			87	
SOUR CREAM	8 z			32	
SOUR CREAM DIPS	8 z			35	
TAYSTEE "D" 2%	½GAL			41	
VITA MOST 100% ORG JCE	QT			49	
WHIPPING CREAM	½ PT			41	
DEP GAL 25¢					

COMMODITY · DESCRIPTION	SIZE		XXXXX	XXXXX
CARNATION CO (WATERLOO)				
			WATERLOO	
BUTTERMILK CARTON	QT		26	
CARNATION WHIP	7 z		65	
CHOCOLATE DRINK	QT		27	
COTTAGE CHEESE	1 #		29	
COTTAGE CHEESE	2 #		55	
CREAM SOUR CTN	8 z		32	
EGG NOG BUDGET	QT		59	
EGG NOG REGULAR	QT		75	
HALF & HALF CTN	PT		35	
MILK HOMO	GAL		83	
MILK HOMO CTN	QT		24	
MILK HOMO CTN	½GAL		44	
MILK HOMO CTN	GAL		87	
BRENTWOOD	½GAL		45	
OLD FASH COTTAGE CHSE	12 z		25	
ORANGE LEMONADE OR GRAPE FRUIT PUNCH	½GAL		39	
SLENDER	½GAL		41	
SLENDER CTN	QT		21	
VITA-GLO 2%	½GAL		41	
WHIP CREAM	½ PT		41	
SOUR CREAM DIPS			49	
DEP GAL 25¢				
HOMETOWN DAIRY-IOWA CITY				IOWA C
BUTTERMILK	QT			27
BREAKFAST ORNGE	QT			25
CHIVE SOUR CRM DIP	8 z			37
COTTAGE CHEESE	1 #			29
COTTAGE CHEESE	2 #			53
COTTAGE CHEESE DRY	1 #			29
COTTAGE CHSE FLVR	1 #			33
CREAM SOUR	8 z			34
CREAM WHIPPING	½ PT			43
CREST MILK	½GAL			43
EGG NOG	QT			59
HALF & HALF	PT			37
HI-LO	QT			22
HI-LO	½GAL			43
MILK CHOCOLATE	QT			27
MILK VIT D(HOMO)	QT			25
MILK VIT D(HOMO)	½GAL			44
TAYSTEE D	½GAL			41
YOGURT	8 z			29
WAPSIE VALLEY CRE - INDEPENDENCE				
HALF & HALF	PT			39
MILK HOMO CARTON	½GAL			47
MILK HOMO & PAST	QT			24

PRICE LIST NO. 7

CHICAGO UNIT 4065 DATE 2/3/66

COMMODITY - DESCRIPTION	SIZE		~~ZONE~~ XXXX	~~ZONE~~ XXXX	ZONE 3
HUNDING DAIRY CO. 1850 E.71st ST.					
BUTTERMILK	QT		26		
CREAM HALF&HALF 12%	PT		39		
CREAM SOUR	½ PT		33		
CREAM SOUR	PT		65		
CREAM WHIPPING	½ PT		39		
EGG NOG	QT		55		
MILK	QT		26		
MILK	GAL		79		
MILK CHOCOLATE	QT		33		
MILK PAPER	½GAL		47		
MILK SKIM	QT		25		
REDDI WHIP	7 z		55		
YOGURT PL&STRAW	8 z		29		
DEPOSIT GALLONS 10ct					
HOME TOWN DAIRIES					
				WATERLOO	
BUTTERMILK	QT	A		*26	
BREAKFAST ORANGE	QT	A		*25	
CHIVE COTTGE CHEESE	16 z	A		*31	
COTTAGE CHEESE	1 #			29	
COTTAGE CHEESE	2 #			55	
CREST MILK	½GAL			41	
EGG NOG	QT			59	
HALF & HALF	PT			35	
HI LO SKIM MILK	QT			21	
HI LO SKIM MILK	½GAL	A		*41	
MILK CHOCOLATE	QT	A		*27	
MILK HOMO	QT			24	
MILK HOMO	½GAL	A		*44	
MILK HOMO	GAL	A		*83	
MILK HOMO CARTON	GAL	A		*87	
SOUR CREAM	8 z			32	
SOUR CREAM DIPS	8 z			35	
TAYSTEE "D" 2%	½GAL	A		*41	
VITA MOST 100% ORG JCE	QT			49	
WHIPPING CREAM	½ PT			41	
DEP GAL 25¢					

COMMODITY - DESCRIPTION	SIZE		~~ZONE~~ XXXX	~~ZONE~~ XXXX	Z
CARNATION CO (WATERLOO)					
			WATERLOO		
BUTTERMILK CARTON	QT		26		
CARNATION WHIP	7 z		65		
CHOCOLATE DRINK	QT		27		
COTTAGE CHEESE	1 #		29		
COTTAGE CHEESE	2 #		55		
CREAM SOUR CTN	8 z		32		
EGG NOG BUDGET	QT		59		
EGG NOG REGULAR	QT		75		
HALF & HALF CTN	PT		35		
MILK HOMO	GAL		83		
MILK HOMO CTN	QT		24		
MILK HOMO CTN	½GAL		44		
MILK HOMO CTN	GAL		87		
BRENTWOOD	½GAL		45		
OLD FASH COTTAGE CHSE	12 z		25		
ORANGE LEMONADE OR GRAPE FRUIT PUNCH	½GAL		39		
SLENDER	½GAL		41		
SLENDER CTN	QT		21		
VITA-GLO 2%	½GAL		41		
WHIP CREAM	½ PT		41		
SOUR CREAM DIPS			49		
DEP GAL 25¢					
HOMETOWN DAIRY-IOWA CITY				IOWA CITY	
BUTTERMILK	QT			27	
BREAKFAST ORNGE	QT			25	
CHIVE SOUR CRM DIP	8 z			37	
COTTAGE CHEESE	1 #			29	
COTTAGE CHEESE	2 #			53	
COTTAGE CHEESE DRY	1 #			29	
COTTAGE CHSE FLVR	1 #			33	
CREAM SOUR	8 z			34	
CREAM WHIPPING	½ PT			43	
CREST MILK	½GAL			43	
EGG NOG	QT			59	
HALF & HALF	PT			37	
HI-LO	QT			22	
HI-LO	½GAL			43	
MILK CHOCOLATE	QT			27	
MILK VIT D(HOMO)	QT			25	
MILK VIT D(HOMO)	½GAL			44	
TAYSTEE D	½GAL			41	
YOGURT	8 z			29	
WAPSIE VALLEY CRE - INDEPENDENCE					
HALF & HALF	PT			39	
MILK HOMO CARTON	½GAL			47	
MILK HOMO & PAST	QT			24	

PRICE LIST NO. 7

4066

CHICAGO UNIT

DATE 1/31/66

COMMODITY - DESCRIPTION	SIZE		ZONE XXXX	ZONE XXXX	ZONE 3
HUNTING DAIRY CO. 1890 E. West ST.					
BUTTERMILK	QT		26		
CREAM HALF&HALF 12%	PT		39		
CREAM SOUR	½ PT		35		
CREAM SOUR	PT		65		
CREAM WHIPPING	½ PT		39		
EGG NOG	QT		55		
MILK	QT		26		
MILK	GAL		79		
MILK CHOCOLATE	QT		33		
MILK PAPER	½GAL		47		
MILK SKIM	QT		25		
REDDI WHIP	7 z		55		
YOGURT PLA/STRAW	8 z		29		
DEPOSIT GALLONS 10ct					
HOME TOWN DAIRIES					
				WATERLOO	
BUTTERMILK	QT			25	
BREAKFAST ORANGE	QT			24	
CHIVE COTTGE CHEESE	12 z			29	
COTTAGE CHEESE	1 #			29	
COTTAGE CHEESE	2 #			55	
CREST MILK	½GAL			41	
EGG NOG	QT			59	
HALF & HALF	PT			35	
HI LO SKIM MILK	QT			21	
HI LO SKIM MILK	½GAL			37	
MILK CHOCOLATE	QT			26	
MILK HOMO	QT			24	
MILK HOMO	½GAL			41	
MILK HOMO	GAL			79	
MILK HOMO CARTON	GAL			85	
SOUR CREAM	8 z			32	
SOUR CREAM DIPS	8 z			35	
TASTEE "D" 2%	½GAL			39	
VITA MALT 100% ORG JCE	QT			49	
WHIPPING CREAM	½ PT			41	
DEP GAL 25¢					

COMMODITY - DESCRIPTION	SIZE		ZONE XXXX	ZONE XXXX
CARNATION CO (WATERLOO)				
			WATERLOO	
BUTTERMILK CARTON	QT	A	*26	
CARNATION WHIP	7 z	A	*65	
CHOCOLATE DRINK	QT	A	*27	
COTTAGE CHEESE	1 #		29	
COTTAGE CHEESE	2 #		55	
CREAM SOUR CTN	8 z		32	
EGG NOG BUDGET	QT		59	
EGG NOG REGULAR	QT		75	
HALF & HALF CTN	PT		35	
MILK HOMO	GAL	A	*83	
MILK HOMO CTN	QT		24	
MILK HOMO CTN	½GAL	A	*44	
MILK HOMO CTN	GAL	A	*87	
BRENTWOOD	½GAL	A	*45	
OLD FASH COTTAGE CHEESE	12 z		25	
ORANGE LEMONADE OR GRAPE FRUIT PUNCH	½GAL		39	
SLENDER	½GAL	A	*41	
SLENDER CTN	QT	A	*21	
VITA-GLO 2%	½GAL	A	*41	
WHIP CREAM	½ PT		41	
SOUR CREAM DIPS			49	
DEP GAL 25¢				
HOMETOWN DAIRY-IOWA CITY				IOWA C
BUTTERMILK	QT			27
BREAKFAST ORNGE	QT			25
CHIVE SOUR CRM DIP	8 z			37
COTTAGE CHEESE	1 #			29
COTTAGE CHEESE	2 #			53
COTTAGE CHEESE DRY	1 #			29
COTTAGE CHSE PLUS	1 #			33
CREAM SOUR	8 z			34
CREAM WHIPPING	½ PT			43
CREST MILK	½GAL			43
EGG NOG	QT			59
HALF & HALF	PT			37
HI-LO	QT			22
HI-LO	½GAL			43
MILK CHOCOLATE	QT			27
MILK VIT D (HOMO)	QT			25
MILK VIT D (HOMO)	½GAL			44
TASTEE D	½GAL			41
YOGURT	8 z			29
WAPSIE VALLEY CRE - INDEPENDENCE				
HALF & HALF	PT			39
MILK HOMO CARTON	½GAL			47
MILK HOMO & PAST	QT			24

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CHICAGO UNIT 4067

DATE 2/3/66

COMMODITY - DESCRIPTION	SIZE		~~ZONE~~ ~~ZONE~~	ZONE 3
OTHER DAIRIES CONTD				
HILLDALE DAIRY-DUBUQUE			DUBUQUE	
MILK	QT	A	*27	
MILK	½GAL	A	*47	
MILK	GAL	A	*87	
MILK CTN	GAL	A	*97	
MILK CHOCOLATE	QT	A	*33	
MILK SKIM	QT	A	*24	
BUTTERMILK	QT	A	*25	
CHIP'N DIP SPREAD	8 z		39	
CREAM WHIPPING	½ PT	A	*43	
CREAM SOUR	½ PT	A	*35	
DR GAYMONTS YOGURT	8 z		29	
EGG NOG	QT		69	
GRAPE DRINK	½GAL		33	
HALF & HALF	PT	A	*39	
SKIM MILK	½GAL	A	*43	
TRIM	½GAL	A	*43	
TRIM VIM	½GAL	A	*43	
DEPOSIT GAL. 15ct				
COTTAGE CHEESE	8 z	A	*22	
COTTAGE CHEESE	1 #	A	*33	
COTTAGE CHEESE	2 #	A	*63	
SUNKIST ORANGE DRNK	QT		33	
SUNKIST ORANGE DRNK	½GAL		63	
SUPER WHIP	7 z		59	
INDEPENDENCE DAIRY CO-INDEPENDENCE				
MILK	QT		24	
MILK	½GAL		47	
MILK SKIM	QT		22	
BUTTERMILK	QT		24	
CHOCOLATE MILK	QT		28	
COTTAGE CHEESE	2 #		59	
COTTAGE CHEESE	16 z		31	
CREAM WHIPPING	½ PT		45	
EGG NOG	QT		59	
HALF & HALF	PT		39	
SOUR CREAM	½ PT		33	
SOUR CREAM DIPS	8 z		37	
ANDERSON-ERICKSON DAIRY FARMS-WATERLOO				
MILK HOMO	QT		24	
MILK HOMO	½GAL	A	*44	

COMMODITY - DESCRIPTION	SIZE		~~ZONE~~	~~ZONE~~	ZC
SANITARY FARM CEDAR RAPIDS			SERVING DYERS-VILLE	IOWA CITY-CEDAR RAPIDS	
MILK CHOCOLATE	QT		31	25	
MILK SKIM	QT		21	21	
MILK SKIM	½GAL		39	39	
MILK HOMO MELLO D	GAL		79		
MELLO D	QT		24	24	
MELLO D	½GAL		43	43	
BUTTERMILK	QT		25	25	
CREAM HALF&HALF	PT		35	35	
CREAM SOUR	½ PT		33	33	
CREAM WHIPPING	½ PT		41	41	
EGG NOG	QT		59	59	
ORANGE JUICE QUALITY CHECKED	QT		55	49	
SNACK DIP-FR ONION & BLUE	8 z		37	35	
COTTAGE CHEESE	1 #		32	32	
COTTAGE CHEESE	2 #		55	53	
COTTAGE CHESE FLVR	1 #		33	32	
YOGURT	8 z			35	
2% HIGH VITAMIN	½GAL			40	
COTTAGE CHEESE FLAV	12 z			29	
FRUIT DRINKS CTN	GAL			75	
CREAM SOUR HALF&HALF	PT			47	
MILK(CEDAR RAPIDS)	GAL			69	
MILK(IOWA CITY)	GAL			79	
MILK PLASTIC(IOWA CITY)	GAL			85	

PRICE LIST NO. 7

PRICE LIST

4068

DATE 3/31/66

CHICAGO UNIT

COMMODITY - DESCRIPTION	SIZE	XXXXXXXXXXXX	ZONE 3
OTHER DAIRIES CONTD			
HILLDALE DAIRY-DUBUQUE		DUBUQUE	
MILK	QT	27	
MILK	½GAL	47	
MILK	GAL	87	
MILK CTN	GAL	97	
MILK CHOCOLATE	QT	33	
MILK SKIM	QT	24	
BUTTERMILK	QT	25	
CHIP'N DIP SPREAD	8 z	39	
CREAM WHIPPING	½ PT	43	
CREAM SOUR	½ PT	35	
DR GAYMONTS YOGURT	8 z	29	
EGG NOG	QT	69	
GRAPE DRINK	½GAL	33	
HALF & HALF	PT	39	
SKIM MILK	½GAL	43	
TRIM	½GAL	43	
TRIM VIM	½GAL	43	
DEPOSIT GAL. 15ct			
COTTAGE CHEESE	8 z	22	
COTTAGE CHEESE	1 #	33	
COTTAGE CHEESE	2 #	63	
SUNKIST ORANGE DRNK	QT	33	
SUNKIST ORANGE DRNK	½GAL	63	
SUPER WHIP	7 z	59	
INDEPENDENCE DAIRY CO-INDEPENDENCE			
MILK	QT	24	
MILK	½GAL	47	
MILK SKIM	QT	22	
BUTTERMILK	QT	24	
CHOCOLATE MILK	QT	28	
COTTAGE CHEESE	2 #	59	
COTTAGE CHEESE	16 z	31	
CREAM WHIPPING	½ PT	45	
EGG NOG	QT	59	
HALF & HALF	PT	39	
SOUR CREAM	½ PT	33	
SOUR CREAM DIPS	8 z	37	
ANDERSON-ERICKSON DAIRY FARMS-WATERLOO			
MILK HOMO	QT	24	
MILK HOMO	½GAL	44	

COMMODITY - DESCRIPTION	SIZE		XXXXXXXXXXXX	
SANITARY FARM CEDAR RAPIDS			SERVING DYERS-VILLE	IOWA CITY CEDAR RAPIDS
MILK CHOCOLATE	QT	A	*34	*27
MILK SKIM	QT	A	*24	*22
MILK SKIM	½GAL	A	*41	*41
MILK HOMO MELLO D	GAL	A	*86	
MELLO D	QT	A	*27	*26
MELLO D	½GAL	A	*47	*44
BUTTERMILK	QT	A	25	*25
CREAM HALF&HALF	PT	A	*38	*37
CREAM SOUR	½ PT	A	*36	*35
CREAM WHIPPING	½ PT	A	*43	*43
EGG NOG	QT	A	59	*65
ORANGE JUICE QUALITY CHECKED	QT		55	49
SNACK DIP-FR ONION & BLUE	8 z	A	*39	*37
COTTAGE CHEESE	1 #	A	*33	*33
COTTAGE CHEESE	2 #	A	*63	*57
COTTAGE CHESE FLVR	1 #	A		*35
YOGURT	8 z	A		*38
2% HIGH VITAMIN	½GAL	A		*41
COTTAGE CHEESE FLAV	12 z			29
FRUIT DRINKS CTN	GAL			75
CREAM SOUR HALF&HALF	PT	A		*52
MILK(CEDAR RAPIDS)	GAL	A		*75
MILK(IOWA CITY)	GAL	A		*85
MILK PLASTIC(IOWA CITY)	GAL	A		*95

PRICE LIST THE GREAT ATLANTIC & PACIFIC TEA CO., INC. PAGE [illegible]

CHICAGO UNIT 4069 DATE REVISE 3/1[illegible]/66

COMMODITY - DESCRIPTION	SIZE	~~ZONE ZONE~~	ZONE 3
OTHER DAIRIES CONTD			
HILLDALE DAIRY-DUBUQUE		DUBUQUE	
MILK	QT	27	
MILK	½GAL	47	
MILK	GAL	87	
MILK CTN	GAL	97	
MILK CHOCOLATE	QT	33	
MILK SKIM	QT	24	
BUTTERMILK	QT	25	
CHIP'N DIP SPREAD	8 z	39	
CREAM WHIPPING	½ PT	43	
CREAM SOUR	½ PT	35	
DR GAYMONTS YOGURT	8 z	29	
EGG NOG	QT	69	
GRAPE DRINK	½GAL	33	
HALF & HALF	PT	39	
SKIM MILK	½GAL	43	
TRIM	½GAL	43	
TRIM VIM	½GAL	43	
DEPOSIT GAL. 15ct			
COTTAGE CHEESE	8 z	22	
COTTAGE CHEESE	1 #	33	
COTTAGE CHEESE	2 #	63	
SUNKIST ORANGE DRNK	QT	33	
SUNKIST ORANGE DRNK	½GAL	63	
SUPER WHIP	7 z	59	
INDEPENDENCE DAIRY CO-INDEPENDENCE			
MILK	QT	24	
MILK	½GAL	47	
MILK SKIM	QT	22	
BUTTERMILK	QT	24	
CHOCOLATE MILK	QT	28	
COTTAGE CHEESE	2 #	59	
COTTAGE CHEESE	16 z	31	
CREAM WHIPPING	½ PT	45	
EGG NOG	QT	59	
HALF & HALF	PT	39	
SOUR CREAM	½ PT	33	
SOUR CREAM DIPS	8 z	37	
ANDERSON-ERICKSON DAIRY FARMS-WATERLOO			
MILK HOMO	QT	24	
MILK HOMO	½GAL	44	

COMMODITY - DESCRIPTION	SIZE	~~ZONE~~ SERVING DYERS-VILLE	~~ZONE~~ IOWA CITY CEDAR RAPIDS	ZON 3
SANITARY FARM CEDAR RAPIDS				
MILK CHOCOLATE	QT	31	25	
MILK SKIM	QT	21	21	
MILK SKIM	½GAL	39	39	
MILK HOMO MELLO D	GAL	79		
MELLO D	QT	24	24	
MELLO D	½GAL	43	43	
BUTTERMILK	QT	25	25	
CREAM HALF&HALF	PT	35	35	
CREAM SOUR	½ PT	33	33	
CREAM WHIPPING	½ PT	41	41	
EGG NOG	QT	59	59	
ORANGE JUICE QUALITY CHECKED	QT	55	49	
SNACK DIP-FR ONION & BLUE	8 z	37	35	
COTTAGE CHEESE	1 #	32	30	
COTTAGE CHEESE	2 #	55	53	
COTTAGE CHESE FLVR	1 #	33	32	
YOGURT	8 z		35	
2% HIGH VITAMIN	½GAL		40	
COTTAGE CHEESE FLAV	12 z		29	
FRUIT DRINKS CTN	GAL		75	
CREAM SOUR HALF&HALF	PT		47	
MILK(CEDAR RAPIDS)	GAL		69	
MILK(IOWA CITY)	GAL		79	
MILK PLASTIC(IOWA CITY)	GAL		85	

PRICE LIST

CHICAGO UNIT 4070 DATE REVISE [illegible]

COMMODITY - DESCRIPTION	SIZE	XXXXXXXXZONE XXXXXXXXXXXX	ZONE 3
OTHER DAIRIES CONTD			
HILLDALE DAIRY-DUBUQUE		DUBUQUE	
MILK	QT	27	
MILK	½GAL	47	
MILK	GAL	87	
MILK CTN	GAL	97	
MILK CHOCOLATE	QT	33	
MILK SKIM	QT	24	
BUTTERMILK	QT	25	
CHIP'N DIP SPREAD	8 z	39	
CREAM WHIPPING	½ PT	43	
CREAM SOUR	½ PT	35	
DR GAYMONTS YOGURT	8 z	29	
EGG NOG	QT	69	
GRAPE DRINK	½GAL	33	
HALF & HALF	PT	39	
SKIM MILK	½GAL	43	
TRIM	½GAL	43	
TRIM VIM	½GAL	43	
DEPOSIT GAL. 15ct			
COTTAGE CHEESE	8 z	22	
COTTAGE CHEESE	1 #	33	
COTTAGE CHEESE	2 #	63	
SUNKIST ORANGE DRNK	QT	33	
SUNKIST ORANGE DRNK	½GAL	63	
SUPER WHIP	7 z	59	
INDEPENDENCE DAIRY CO-INDEPENDENCE			
MILK	QT	24	
MILK	½GAL	47	
MILK SKIM	QT	22	
BUTTERMILK	QT	24	
CHOCOLATE MILK	QT	28	
COTTAGE CHEESE	2 #	59	
COTTAGE CHEESE	16 z	31	
CREAM WHIPPING	½ PT	45	
EGG NOG	QT	59	
HALF & HALF	PT	39	
SOUR CREAM	½ PT	33	
SOUR CREAM DIPS	8 z	37	
ANDERSON-ERICKSON DAIRY FARMS-WATERLOO			
MILK HOMO	QT	24	
MILK HOMO	½GAL	44	

COMMODITY - DESCRIPTION	SIZE		XXXXXXXXZONE XXXXXXXXXXXX	
SANITARY FARM CEDAR RAPIDS			SERVING DYERSVILLE	IOWA CITY CEDAR RAPID
MILK CHOCOLATE	QT		34	27
MILK SKIM	QT		24	22
MILK SKIM	½GAL		41	41
MILK HOMO MELLO D	GAL		85	
MELLO D	QT		27	26
MELLO D	½GAL		47	44
BUTTERMILK	QT		25	26
CREAM HALF&HALF	PT		38	37
CREAM SOUR	½ PT		36	35
CREAM WHIPPING	½ PT		43	43
EGG NOG	QT		59	65
ORANGE JUICE QUALITY CHECKED	QT		55	49
SNACK DIP-FR ONION & BLUE	8 z		39	37
COTTAGE CHEESE	1 #		33	33
COTTAGE CHEESE	2 #		63	57
COTTAGE CHESE FLVR	1 #			35
YOGURT	8 z			33
2% HIGH VITAMIN	½GAL			41
COTTAGE CHEESE FLAV	12 z			29
FRUIT DRINKS CTN	GAL			75
CREAM SOUR HALF&HALF	PT			52
MILK(CEDAR RAPIDS)	GAL			75
MILK(IOWA CITY)	GAL			85
MILK PLASTIC(IOWA CITY)	GAL			95
DEAN'S MILK BELVIDERE ONLY				
HOMO MILK GLASS	GAL	N		84
HOMO MILK	½GAL	N		45
2% MILK	½GAL	N		42

PRICE LIST

HE GREAT ATLANTIC & PACIFIC TE. INC.

PAGE DAIRY 12

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CHICAGO UNIT

DATE 5/4/66

COMMODITY - DESCRIPTION	SIZE		XZONEXXZONE XXXXXXXXXXX		ZONE 3
OTHER DAIRIES CONTD					
HILLDALE DAIRY-DUBUQUE			DUBUQUE		
MILK	QT		27		
MILK	½GAL		47		
MILK	GAL		87		
MILK CTN	GAL		97		
MILK CHOCOLATE	QT		33		
MILK SKIM	QT		24		
BUTTERMILK	QT		25		
CHIP'N DIP SPREAD	8 z		39		
CREAM WHIPPING	½ PT		43		
CREAM SOUR	½ PT		35		
DR GAYMONTS YOGURT	8 z		29		
EGG NOG	QT		69		
GRAPE DRINK	½GAL		33		
HALF & HALF	PT		39		
SKIM MILK	½GAL		43		
TRIM	½GAL		43		
TRIM VIM	½GAL		43		
DEPOSIT GAL. 15ct					
COTTAGE CHEESE	8 z		22		
COTTAGE CHEESE	1 #		33		
COTTAGE CHEESE	2 #		63		
SUNKIST ORANGE DRNK	QT		33		
SUNKIST ORANGE DRNK	½GAL		63		
SUPER WHIP	7 z		59		
INDEPENDENCE DAIRY CO-INDEPENDENCE					
MILK	QT	A	*25		
MILK	½GAL	A	*49		
MILK SKIM	QT	A	*23		
BUTTERMILK	QT	A	*27		
CHOCOLATE MILK	QT	A	*29		
COTTAGE CHEESE	2 #		59		
COTTAGE CHEESE	16 z		31		
CREAM WHIPPING	½ PT		45		
EGG NOG	QT		59		
HALF & HALF	PT		39		
SOUR CREAM	½ PT	A	*35		
SOUR CREAM DIPS	8 z	A	*41		
ANDERSON-ERICKSON DAIRY FARMS-WATERLOO					
MILK HOMO	QT		24		
MILK HOMO	½GAL		44		

COMMODITY - DESCRIPTION	SIZE		XZONEXXZONE XXXXXXXXXXX		ZON 3
SANITARY FARM CEDAR RAPIDS		SERVING	DYERSVILLE	IOWA CITY CEDAR RAPIDS	
MILK CHOCOLATE	QT		34	27	
MILK SKIM	QT		24	22	
MILK SKIM	½GAL		41	41	
MILK HOMO MELLO D	GAL		86		
MELLO D	QT		27	26	
MELLO D	½GAL		47	44	
BUTTERMILK	QT		25	26	
CREAM HALF&HALF	PT		38	37	
CREAM SOUR	½ PT		36	35	
CREAM WHIPPING	½ PT		43	43	
EGG NOG	QT		59	65	
ORANGE JUICE QUALITY CHECKED	QT		55	49	
SNACK DIP-FR ONION & BLUE	8 z		39	37	
COTTAGE CHEESE	1 #		33	33	
COTTAGE CHEESE	2 #		63	57	
COTTAGE CHESE FLVR	1 #			35	
YOGURT	8 z			38	
2% HIGH VITAMIN	½GAL			41	
COTTAGE CHEESE FLAV	12 z			29	
FRUIT DRINKS CTN	GAL			75	
CREAM SOUR HALF&HALF	PT			52	
MILK(CEDAR RAPIDS)	GAL			75	
MILK(IOWA CITY)	GAL			85	
MILK PLASTIC(IOWA CITY)	GAL			95	
DEAN'S MILK BELVIDERE ONLY					
HOMO MILK GLASS	GAL			84	
HOMO MILK	½GAL			45	
2% MILK	½GAL			42	

CHICAGO UNIT 4072 DATE 5/9/[illegible]

COMMODITY · DESCRIPTION	SIZE		[illegible]		ZONE 3
OTHER DAIRIES CONTD					
HILLDALE DAIRY-DUBUQUE			DUBUQUE		
MILK	QT		27		
MILK	½GAL		47		
MILK	GAL		87		
MILK CTN	GAL		97		
MILK CHOCOLATE	QT		[illegible]		
MILK SKIM	QT		24		
BUTTERMILK	QT		25		
CHIP'N DIP SPREAD	8 z		39		
CREAM WHIPPING	½ PT		43		
CREAM SOUR	½ PT		35		
DR GAYMONTS YOGURT	8 z		29		
EGG NOG	QT		69		
GRAPE DRINK	½GAL		[illegible]		
HALF & HALF	PT		39		
SKIM MILK	½GAL		43		
TRIM	½GAL		43		
TRIM KIM	½GAL		43		
DEPOSIT GAL. 15ct					
COTTAGE CHEESE	8 z		22		
COTTAGE CHEESE	1 #		33		
COTTAGE CHEESE	2 #		63		
SUNKIST ORANGE DRNK	QT		.33		
SUNKIST ORANGE DRNK	½GAL		63		
SUPER WHIP	7 z		59		
INDEPENDENCE DAIRY CO-INDEPENDENCE					
MILK	QT		25		
MILK	½GAL		49		
MILK SKIM	QT		23		
BUTTERMILK	QT		27		
CHOCOLATE MILK	QT		29		
COTTAGE CHEESE	2 #		59		
COTTAGE CHEESE	16 z		31		
CREAM WHIPPING	½ PT		45		
EGG NOG	QT		59		
HALF & HALF	PT		[illegible]		
SOUR CREAM	½ PT		35		
SOUR CREAM DIPS	8 z		41		
ANDERSON-ERICKSON DAIRY FARMS-WATERLOO					
MILK HOMO	QT		[illegible]		
MILK HOMO	½GAL		44		

COMMODITY · DESCRIPTION	SIZE		SERVING DYERSVILLE	IOWA CITY-CEDAR RAPIDS
SANITARY FARM CEDAR RAPIDS				
MILK CHOCOLATE	QT		34	27
MILK SKIM	QT		24	22
MILK SKIM	½GAL		41	41
MILK HOMO MELLO D	GAL		86	
MELLO D	QT		27	26
MELLO D	½GAL		47	44
BUTTERMILK	QT		25	26
CREAM HALF&HALF	PT		38	37
CREAM SOUR	½ PT		36	35
CREAM WHIPPING	½ PT		43	43
EGG NOG	QT		59	65
ORANGE JUICE QUALITY CHECKED	QT		55	49
SNACK DIP-FR ONION & BLUE	8 z		39	37
COTTAGE CHEESE	1 #		33	33
COTTAGE CHEESE	2 #		63	57
COTTAGE CHESE FLVR	1 #			35
YOGURT	8 z			38
2% HIGH VITAMIN	½GAL			41
COTTAGE CHEESE FLAV	12 z			29
FRUIT DRINKS CTN	GAL			75
CREAM SOUR HALF&HALF	PT			52
MILK(CEDAR RAPIDS)	GAL			75
MILK(IOWA CITY)	GAL			85
MILK PLASTIC(IOWA CITY)	GAL			95
KOFFEE LITE	PT	N	29	29
DEAN'S MILK BELVIDERE ONLY				
HOMO MILK GLASS	GAL			84
HOMO MILK	½GAL			45
2% MILK	½GAL			42

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CHICAGO UNIT

DATE 5/16/66

COMMODITY - DESCRIPTION	SIZE		XZONEXXZONE XXXXXXXXXX		ZONE 3
OTHER DAIRIES CONTD					
HILLDALE DAIRY-DUBUQUE			DUBUQUE		
MILK	QT		27		
MILK	½GAL		47		
MILK	GAL		87		
MILK CTN	GAL		97		
MILK CHOCOLATE	QT		33		
MILK SKIM	QT		24		
BUTTERMILK	QT		25		
CHIP'N DIP SPREAD	8 z		39		
CREAM WHIPPING	½ PT		43		
CREAM SOUR	½ PT		35		
DR GAYMONTS YOGURT	8 z		29		
EGG NOG	QT		69		
GRAPE DRINK	½GAL		33		
HALF & HALF	PT		39		
SKIM MILK	½GAL		43		
TRIM	½GAL		43		
TRIM VIM	½GAL		43		
DEPOSIT GAL. 15ct					
COTTAGE CHEESE	8 z		22		
COTTAGE CHEESE	1 #		33		
COTTAGE CHEESE	2 #		63		
SUNKIST ORANGE DRNK	QT		33		
SUNKIST ORANGE DRNK	½GAL		63		
SUPER WHIP	7 z		59		
INDEPENDENCE DAIRY CO-INDEPENDENCE					
MILK	QT		25		
MILK	½GAL		49		
MILK SKIM	QT		23		
BUTTERMILK	QT		27		
CHOCOLATE MILK	QT		29		
COTTAGE CHEESE	2 #		59		
COTTAGE CHEESE	16 z		31		
CREAM WHIPPING	½ PT		45		
EGG NOG	QT		59		
HALF & HALF	PT		39		
SOUR CREAM	½ PT		35		
SOUR CREAM DIPS	8 z		41		
ANDERSON-ERICKSON DAIRY FARMS-WATERLOO					
MILK HOMO	QT	A	*26		
MILK HOMO	½GAL	A	*47		

COMMODITY - DESCRIPTION	SIZE		XZONEXXZONE XXXXXXXXXX		ZOS 3
SANITARY FARM CEDAR RAPIDS			SERVING DYERS-VILLE	IOWA CITY CEDAR RAPIDS	
MILK CHOCOLATE	QT		34	27	
MILK SKIM	QT		24	22	
MILK SKIM	½GAL		41	41	
MILK HOMO MELLO D	GAL		86		
MELLO D	QT		27	26	
MELLO D	½GAL		47	44	
BUTTERMILK	QT		25	26	
CREAM HALF&HALF	PT		38	37	
CREAM SOUR	½ PT		36	35	
CREAM WHIPPING	½ PT		43	43	
EGG NOG	QT		59	65	
ORANGE JUICE QUALITY CHECKED	QT		55	49	
SNACK DIP-FR ONION & BLUE	8 z		39	37	
COTTAGE CHEESE	1 #		33	33	
COTTAGE CHEESE	2 #		63	57	
COTTAGE CHESE FLVR	1 #			35	
YOGURT	8 z			38	
2% HIGH VITAMIN	½GAL			41	
COTTAGE CHEESE FLAV	12 z			29	
FRUIT DRINKS CTN	GAL			75	
CREAM SOUR HALF&HALF	PT			52	
MILK(CEDAR RAPIDS)	GAL			75	
MILK(IOWA CITY)	GAL			85	
MILK PLASTIC(IOWA CITY)	GAL			93	
KOFFEE LITE	PT		29	29	
DEAN'S MILK BELVIDERE ONLY					
HOMO MILK GLASS	GAL			84	
HOMO MILK	½GAL			45	
2% MILK	½GAL			42	

PRICE LIST NO. 7

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CHICAGO UNIT

DATE [illegible]/66

COMMODITY - DESCRIPTION	SIZE	XXXXXXXXXXX XXXXXXXXXXX	ZONE 3
OTHER DAIRIES CONTD			
HILLDALE DAIRY-DUBUQUE		DUBUQUE	
MILK	QT	27	
MILK	½GAL	47	
MILK	GAL	87	
MILK CTN	GAL	97	
MILK CHOCOLATE	QT	33	
MILK SKIM	QT	24	
BUTTERMILK	QT	25	
CHIP'N DIP SPREAD	8 z	39	
CREAM WHIPPING	½ PT	43	
CREAM SOUR	½ PT	35	
DR CAYMONTS YOGURT	8 z	29	
EGG NOG	QT	69	
GRAPE DRINK	½GAL	33	
HALF & HALF	PT	39	
SKIM MILK	½GAL	43	
TRIM	½GAL	43	
TRIM VIM	½GAL	43	
DEPOSIT GAL. 15ct			
COTTAGE CHEESE	8 z	22	
COTTAGE CHEESE	1 #	33	
COTTAGE CHEESE	2 #	63	
SUNKIST ORANGE DRNK	QT	33	
SUNKIST ORANGE DRNK	½GAL	63	
SUPER WHIP	7 z	59	
INDEPENDENCE DAIRY CO-INDEPENDENCE			
MILK	QT	25	
MILK	½GAL	49	
MILK SKIM	QT	23	
BUTTERMILK	QT	27	
CHOCOLATE MILK	QT	29	
COTTAGE CHEESE	2 #	59	
COTTAGE CHEESE	16 z	31	
CREAM WHIPPING	½ PT	45	
EGG NOG	QT	59	
HALF & HALF	PT	39	
SOUR CREAM	½ PT	35	
SOUR CREAM DIPS	8 z	41	
ANDERSON-ERICKSON DAIRY FARMS-WATERLOO			
MILK HOMO	QT	26	
MILK HOMO	½GAL	47	

COMMODITY - DESCRIPTION	SIZE		XXXXXXXXXXX XXXXXXXXXXX	IOWA CITY
SANITARY FARM CEDAR RAPIDS SERVING			DYERSVILLE	CEDAR RAPID
MILK CHOCOLATE	QT	A	+35	2
MILK SKIM	QT	A	+2	2
MILK SKIM	½GAL	A	[illegible]	4
MILK HOMO MELLO D	GAL	A	+89	
MELLO D	QT	A	+28	26
MELLO D	½GAL	A	+49	4
BUTTERMILK	QT	A	+28	2
CREAM HALF&HALF	PT	A	+39	3
CREAM SOUR	½ PT	A	+37	3
CREAM WHIPPING	½ PT	A	+45	4
EGG NOG	QT		59	6
ORANGE JUICE QUALITY CHECKED	QT		55	49
SNACK DIP-FR ONION & BLUE	8 z	A	+40	3
COTTAGE CHEESE	1 #	A	+35	3
COTTAGE CHEESE	2 #	A	+67	5
COTTAGE CHESE FLVR	1 #		35	3
YOGURT	8 z			3
2% HIGH VITAMIN	½GAL			4
COTTAGE CHEESE FLAV	12 z			2
FRUIT DRINKS CTN	GAL			7
CREAM SOUR HALF&HALF	PT			5
MILK(CEDAR RAPIDS)	GAL			7
MILK(IOWA CITY)	GAL			8
MILK PLASTIC(IOWA CITY)	GAL			9
KOFFEE LITE	PT		29	2
DEAN'S MILK BELVIDERE ONLY				
HOMO MILK GLASS	GAL			8
HOMO MILK	½GAL			4
2% MILK	½GAL			4

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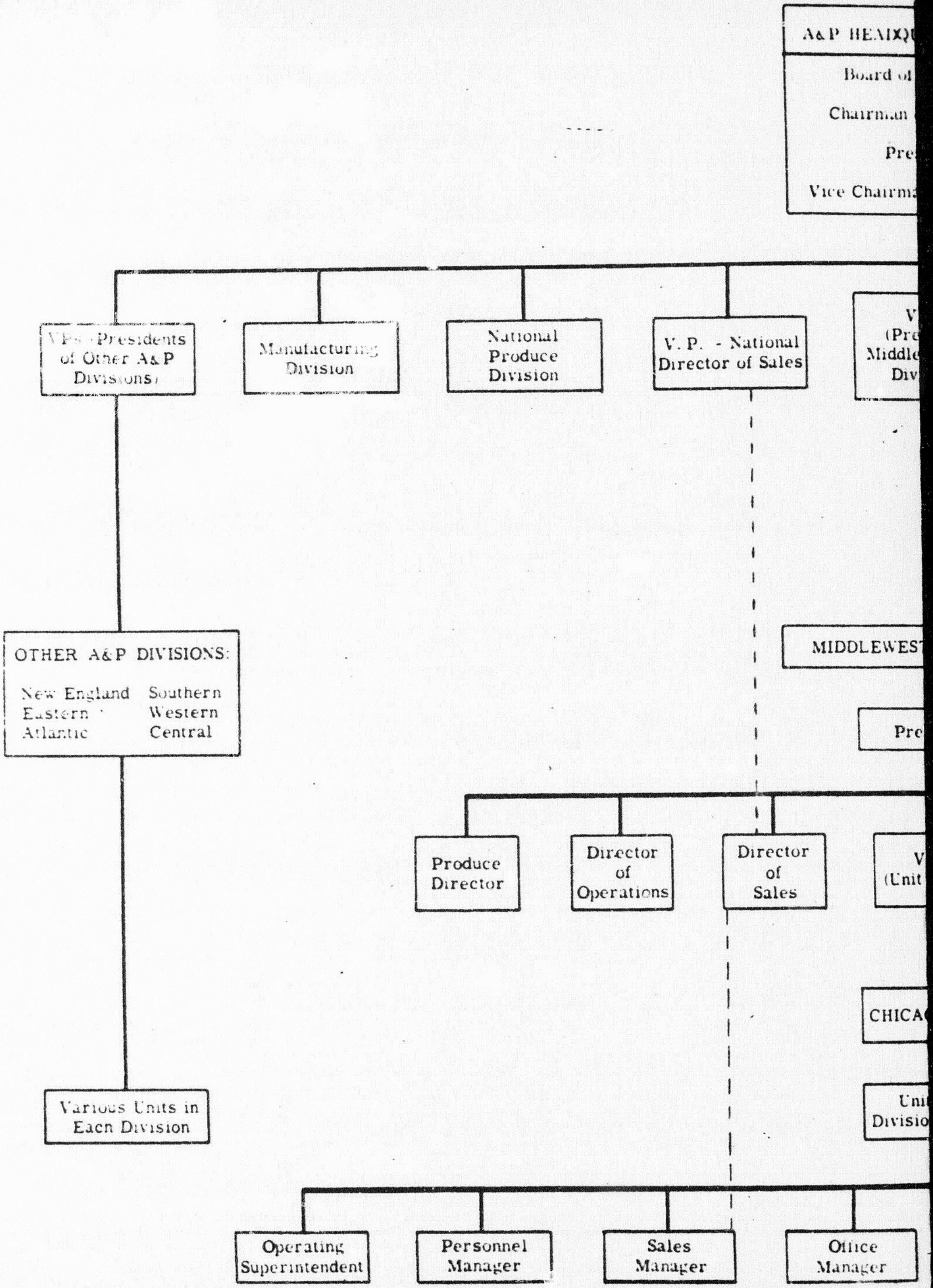
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Board of
Chairman
Pre
Vice Chairm
VPs (Presidents of Other A&P Divisions)
Manufacturing Division
National Produce Division
V. P. - National Director of Sales
V
(Pre
Middle
Div
OTHER A&P DIVISIONS:
New England
Eastern
Atlantic
Southern
Western
Central
Various Units in Each Division
MIDDLEWEST
Pre
Produce Director
Director of Operations
Director of Sales
V
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Operating Superintendent
Personnel Manager
Sales Manager
Office Manager

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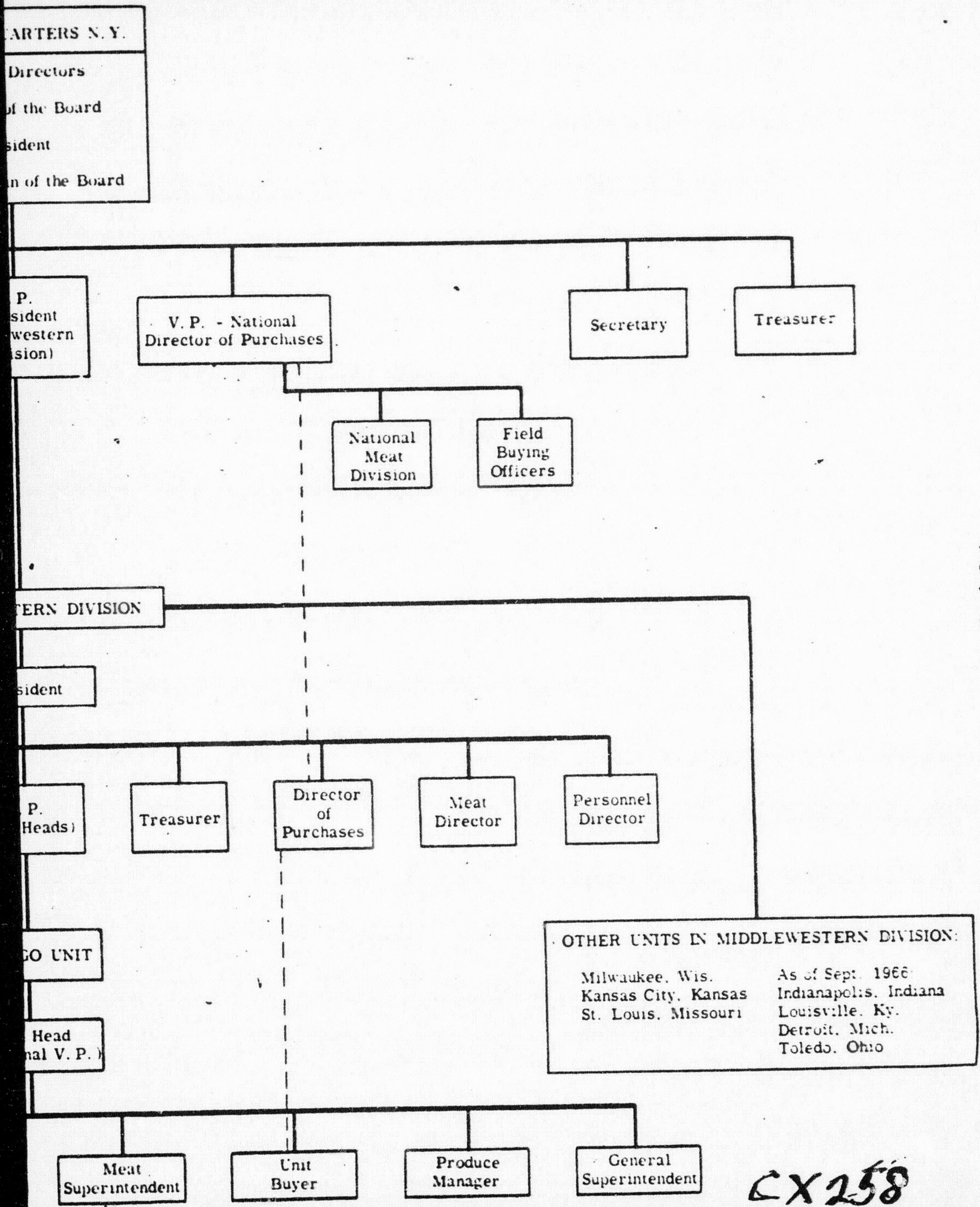
ARTERS N.Y.
Directors
of the Board
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V. P. - National Director of Purchases
Secretary
Treasurer
National Meat Division
Field Buying Officers
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Heads)
Treasurer
Director of Purchases
Meat Director
Personnel Director
GO UNIT
Head
nal V. P.)
Meat Superintendent
Unit Buyer
Produce Manager
General Superintendent

OTHER UNITS IN MIDDLEWESTERN DIVISION:

Milwaukee, Wis.
Kansas City, Kansas
St. Louis, Missouri

As of Sept. 1966:
Indianapolis, Indiana
Louisville, Ky.
Detroit, Mich.
Toledo, Ohio

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CX258

By Mr. Mathias:

Q Now, Mr. Minkler, did you and Mr. Tarr have another visit with Mr. Schmidt shortly after this meeting?

MR. MCINERNEY: May I have a ruling on the objection?

HEARING EXAMINER SCHRUP: I'm going to let the answer stand. We are going to have Tarr as a witness and we'll see what Tarr's testimony will be on this point.

THE WITNESS: Now, your question?

MR. MATHIAS: Will the reporter read my last question to the witness?

(Question read.)

A After what meeting?

By Mr. Mathias:

Q After the meeting between Mr. Tarr and Mr. Schmidt.

A Well, yes. There was a later meeting. I mean, but, the sequence here -- gets out of kilter.

Q You don't recall the approximate dates? But do you recall having met with Mr. Schmidt along with Mr. Tarr sometime in early September?

A Yes.

Q And did Mr. Tarr at that time ask Mr. Schmidt to repeat what Mr. Schmidt had said to him on the prior occasion?

A Yes, he did.

Q And what did Mr. Schmidt say on this occasion, sir?

A Mr. Schmidt just reiterated to me his surprise at having received quotations from other dealers that were substantially more favorable to A & P than our quotation.

Q Did he indicate who these other dealers were, sir?

A Not to me.

Q Did he indicate there were more than one?

A He used the plural, yes. Sounded like there were two.

Q Now, did he indicate to you in any way how substantially below the Borden offer these competitive offers were?

A In general words.

Q What were those words, sir?

A Like he related the fact that Tarr had mentioned that well maybe we could improve this by perhaps $50,000, this $410,000, by perhaps $50,000 if we eliminated all in store promotions. And he said that he told Tarr that that wouldn't be a drop in the bucket, that we were so far from his other quotations that $50,000 wasn't going to begin to ~~collect~~ correct the difference.

HEARING EXAMINER SCHRUP: Tarr was present with you at this interview with Schmidt?

THE WITNESS: Yes.

By Mr. Mathias:

Q And Mr. Schmidt was repeating this statement to you?

A Yes, sir.

HEARING EXAMINER SCHRUP: That is what Tarr reported was told to him by Mr. Schmidt previously?

THE WITNESS: That's right.

1H1

By Mr. Mathias:

Q Now, did --

HEARING EXAMINER SCHRUP: Did he show you any papers showing these bids, any written form?

THE WITNESS: Indeed not.

By Mr. Mathias:

Q Did Mr. Schmidt leave the door open to you at this point to make another offer?

MR. MC INERNEY: I object to the form of that question.

HEARING EXAMINER SCHRUP: Repeat the question, please.

(Question read.)

HEARING EXAMINER SCHRUP: Well, maybe that could be rephrased.

Did Mr. Schmidt at that time tell you that he had accepted or was about to accept any of these bids?

A No, he didn't say that he had accepted or was about to accept. He emphasized his displeasure.

HEARING EXAMINER SCHRUP: With the bid that you had --

THE WITNESS: That's right.

HEARING EXAMINER SCHRUP: Well, now, going along from there --

By Mr. Mathias:

Q Did he tell you to go back and figure out what kind of a bid you could give to them?

A Before we went over there, we'd ~~go~~ gone through all this computation about what it cost us to lose the business. We had had considerable discussion, again, with New York.

We had gone through the motions of developing a figure that would have been based upon "Anyhow accounting."

Now, by that I mean, as I hope -- I don't know whether I said it before or not -- that we've got our overhead covered and all we need to ~~do~~ quote is "cost of milk, cost of container, cost of processing, cost of delivery."

We developed that figure at the same time we developed this figure of the 1,600,000 which you showed me in one of these exhibits, as being what it would cost us to lose the business.

So, when I went over there with Tarr, I was prepared to say something to still try to save the business, and I did.

Q So at that time you gave Mr. Schmidt another figure, is that right?

A I did.

Q And what was that figure, sir?

A That figure doubled the 410,000 figure. It was 820,000.

Q And this was based on what you call "Anyhow accounting"?

A Just what I have told you. It was based on the --

B1H3

~~we~~ I -- he had reiterated to me all that he had told Tarr about how far off base we were.

Now, we didn't have anything to go on that was specific. He certainly didn't indicate to either one of us how much better the other bids were, other than in this general way, so -- well, you are playing poker, then. I mean, all I could -- I was determined not to lose this business, and I hoped that I was meeting competition by this new figure because we had developed this from a "Anyhow" approach.

I hoped I was meeting competition and I hoped I wasn't going beyond it. I didn't want to throw away any more money than I had to.

I gave him this figure, and his response to that was "Well," words like this, "Now, you're talking. Now, you're in the ballpark. You go back and spread that figure to the various items and give me a quotation that will accomplish that $820,000, and I think you're all right."

Q So at this point you had no quote as to individual unit prices?

A No, sir, I didn't have any quotation. I was talking.

Q You just had a $820,000 figure?

A In my head, yes, sir.

Q Did you --

MR. MC INERNEY: I'm sorry, I didn't want to interrupt before, but this is obviously an important part of the witness's testimony, and I would like the witness to be instructed to confine himself to what was said on the occasion, instead of what was in his mind and what his conclusions were.

I didn't want to interrupt his train of thought before, but I think his answer was replete with what his motivations were.

HEARING EXAMINER SCHRUP: I understand the strong motivation to keep this business.

What puzzles me a little bit is in figuring out what price that they could make by way of cost savings in establishing this price, what part does the fact of losing profit -- of losing the porfit that they would lose if they lost the business.

Now, that doesn't seem to me, maybe I am wrong, related to any cost savings.

MR. MC INERNEY: Your Honor, of course, we are going to be debating this, but all I wanted at the moment was, I do think in fairness to everybody that the testimony should be confined to what was said, --

HEARING EXAMINER SCHRUP: Yes.

MR. MC INERNEY: -- instead of what the witness had on his mind and what he thought Mr. Bartells had on his mind.

32H5

HEARING EXAMINER SCHRUP: Well, this is not a hearing and we will expect we will hear from this witness further when he is called as a witness and again testifies under oath subject to cross-examination, but this is merely for the preservation of testimony that might become lost if it isn't taken in this manner.

Now, there is a lot of these things that, Mr. Minkler, might be legal conclusions, which is not your province to make, and of course, you are not a lawyer, so you don't realize some of the legal facets that are involved in some of the questions that are addressed to you, and that's neither here nor there because you can't be expected to understand that.

All we want to get from you is your testimony as you remember it, what was said and what was done, and if you can avoid it, giving any conclusions as to what that meant, but you certainly can testify that you didn't want to lose the business and why, as you have done.

THE WITNESS: All right, sir.

By Mr. Mathias:

Q Did you inform Mr. Schmidt, sir, that this bid was based on "Anyhow accounting"?

A I used the term "Anyhow accounting," yes.

HEARING EXAMINER SCHRUP: What does that mean? That's a term that I don't understand, "Anyhow accounting."

I mean, how do you mean to use that term?

THE WITNESS: We have our -- I am talking to you about someone making this approach. He would say to himself, "Well, we have our overhead covered. We are paying all our salaries and all our taxes and fire insurance, and everything. All our overhead is covered. We can take on this business and not increase our overhead. Our costs will be the direct costs which are involved, and so all we need do is quote on a direct basis. We have got this additional volume and it gets a free ride."

HEARING EXAMINER SCHRUP: I see.

By Mr. Mathias:

Q Mr. Minkler, you have testified, I believe, that you used this accounting system in order to meet competitive offers, you believe, that had been received by A & P, is this correct?

A Not quite.

Q What --

A I said that during this period when the thing was very tense, we developed figures, Mr. Malone worked them out, as to what it would cost us if we lost the business.

Then we said, "Let's look at it from the standpoint of one of these supposed competitors who applies this 'anyhow accounting' analysis as a foundation for his bid," and he developed those figures, too.

32H7

Q Would you have used this accounting system to arrive at an offer at A & P if you had not been informed that A & P had received competitive offers?

MR. MC INERNEY: I object to that as calling for a speculation.

HEARING EXAMINER SCHRUP: Well, I don't know if it calls for speculation.

This is the man that adopted and used the system, and I think he has told us what motivated his doing that.

This so-called "anyhow accounting" stemmed from the fact that the A & P told this gentleman that they had bids from competitors.

Is that a correct summation of what you told us, Mr. Minkler?

THE WITNESS: They had bids from competitors that were substantially better than ours, I'd have to add.

MR. MC INERNEY: I think the sequence was that Mr. Tarr had reported something like that to the witness, and then they went through this process which -- it is a new word to me also, "anyhow accounting" -- and then in the next conversation with Mr. Bartells he --

MR. MATHIAS: Mr. Schmidt.

MR. MC INERNEY: Mr. Schmidt, I'm sorry. (Continuing) -- this figure was mentioned.

THE WITNESS: I mentioned it, yes, sir.

HEARING EXAMINER SCHRUP: Let me ask you about this "anyhow accounting" terminology.

In using that type of accounting, did you take into consideration what your loss of profit would be if you lost your sales to A & P?

THE WITNESS: Well, we developed that figure, sir, that was the figure of $1,600,000.

We developed a figure to set out the impact on our operation here if we lost that business. We reported it to Mr. Pentz and Mr. Archer that this was how serious this whole thing was if we lost that business. Our loss would amount to $1,600,000.

HEARING EXAMINER SCHRUP: Did you inform A & P of any of this?

THE WITNESS: Not of the $1,600,000, no, certainly didn't mention that to them.

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annexed with written approval of the Attorney General of the United States (Commission Exhibit for identification 265), to give testimony and provide such other information as may be specified by the Hearing Examiner, this order to become effective as provided in Title 18 U.S.C. 6002.

By the Commission, Seal of the Commission, Charles A. Tobin, signature, Secretary, issued January 6, 1972.

By Mr. Mathias:

Q Mr. Malone, will you state your age for the record?

A I am 69 years old.

Q What is your occupation, sir?

A Presently I am Assistant to the President of International Cafes, Inc.

Q Where is that located, sir?

A In Mt. Prospect, Illinois.

Q How long have you been connected with that company, sir?

A Three years, sir.

Q With whom were you employed prior to that time?

A I was employed by ~~Bordin~~ Borden, Inc.

Q What division or office of Borden were you employed by, sir?

A The central and Midwestern districts.

Q At the time of the termination of your employment with Borden, what was your position or title, sir?

A My title was Vice President - Governmental Controls.

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Q How long had you held that position with Borden?

A I don't remember, but approximately four to five years.

Q Sir, you had mentioned the central and midwestern districts. Were these two separate districts or was that all the same district of Borden?

A For a period of time it was separate and they were consolidated.

Q What was it known as?

A Midwestern district.

Q And when did this consolidation take place?

A I can't recall it, sir.

Q Was this during the period of time that you served as Vice President of Regulatory Controls or Governmental Controls?

A Yes.

Q What area of the country approximately was included ~~wit in~~ within the midwestern district?

A The period which I was basically assigned to cover, the area which the former central division operated which embraces the State of Iowa, the State of Wisconsin, part of Illinois, a small part of Indiana, and a small part of Michigan.

Q And that was the central district?

A Yes, that was the old central district and this is the area that I was really involved with.

Q You were only concerned with that portion of the Borden Company?

A That is right.

Q What other area of the country, if you know, was included within the midwestern district after the consolidation?

A I could not describe it.

Q Where was the central office of that district?

A Columbus, Ohio.

Q Did you work in Columbus, sir?

A No, sir.

Q Where was the office out of which you worked?

A South ~~Kiolian~~ Kilbourn Avenue, Chicago, Illinois.

Q Was that the headquarters of the central district of Borden before the consolidation?

A Yes.

Q Would you have any idea of the approximate day, say, the year approximately, when this consolidation took place?

A No, sir, I don't remember.

Q How long had you been employed by Borden?

A 42 years, sir.

Q What was the date of the termination of your employment?

A I terminated employment with Borden on or about January 31 1969.

Q So you had been employed by Borden since about 1927 then, is that correct?

A That is right, sir.

Q What other positions had you held with Borden?

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effect.

Q Just prior to your appointment as Vice President of Governmental Controls, what was your position with the Borden Company?

A If I remember right, I was Operating Analyst.

Q Operating Analyst?

A For the central district.

Q What would your duties be as Operating Analyst?

A Just what the position implies, whatever were the assignments that would be developed in that particular field.

Q Is this primarily work in the accounting field?

A I would say it covered the majority or substantial part of accounting.

Q You were described in the testimony of Mr. Minkler as the trouble-shooter for the central division. Would that aptly fit your position as Operating Analyst?

A I was, say it was one of the components that would be involved in that particular category.

Q In the period 1964 and 1965, Mr. Malone, do you recall just which position you were in at that time?

A No, sir, I don't.

Q During that period of time, were you involved, if you recall, with the cost accounting procedures of the Borden central district?

A No, sir.

Q You don't recall or you were not involved?

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A No, the cost accounting procedures would be under the direction of the district controller. That was his responsibility, not mine.

Q Did you advise your superiors, the president of the district, concerning cost accounting procedure problems as well as other types of problems the district might run into, sir?

A In the general application of responsibilities, I would say that I counseled with him. I did not advise.

Q And you counseled with him concerning cost accounting problems?

A I counseled with him in regard to anything which I thought was necessary of counseling, whatever that might embrace.

Q In the course of your employment with the Central District and the Chicago milk operation, your duties at one time or other did include the cost accounting procedures of the district, did they not, sir?

A I would say so.

Q What is your educational background in the accounting field, sir?

A I attended Pace, which today is Pace Institute in New York City, and I took accounting there.

Q Did you receive a degree in accounting?

A No, sir.

HEARING EXAMINER SCHRUP: How much time did you spend as [illegible] student?

THE WITNESS: I think it was almost three years, sir, if I recollect correctly. It was a long time ago.

But for the record I world say that intermittently I took additional courses at various universities from time to time.

HEARING EXAMINER SCHRUP: Will you name them, please?

THE WITNESS: I attended College of New York, at the Thompson Harris Section, and I also took some courses at Columbia University. These are accounting and economic courses.

By Mr. Mathias:

Q Did you have any other professional qualifications that you have not mentioned, sir, as an accountant or cost accountant?

A No, I don't understand what you mean by professional qualifications.

Q Have you received any professional recognition from accounting groups?

A Not from accounting groups.

Q From any type of association or group?

A I think in that regard I was Chairman of the Accounting Advisory Board of the old International Dairy Association, and I was also appointed to a study group by the State of Wisconsin in connection with their State Fair Trade Practices Act.

Q What period of time was this association in Wisconsin? What time did that occur?

A That could go back for six years or so.

Q In other words, about 1966?

A 1966. Sometime in around there.

Q At what time did you hold the position with the International Dairy Association?

A That could go back, and this is just a guess, about 15 years from now.

Q Back in the late 1950, then, sir?

A Yes.

Q Were you also a member of the Accounting Committee of that association, that is, the International Association of Milk Dealers?

A Yes, sir.

Q How long were you a member of that committee, sir? Can you recall?

A I can't recall. I know it was a good five or six years.

Q As the vice president of governmental controls in the central division, what was your place in the chain of command in that division, sir?

A I don't understand --

Q Who would you report to, sir?

A I would report to the president.

Q And that time was who?

A Mr. Minkler.

Q Ralph Minkler, sir?

A Yes, sir.

Q And as operations analyst, did you also report directly to him, sir?

A I reported to whoever was the president at that time, and I don't recall who it was.

Q Sir, when you were vice president of governmental controls, what type of relationship did you have with the State governmental agencies?

A I was the representative of the Central District with the various agencies that was involved.

Q Could you describe for us what type of work you would do with them?

A No. I, I wouldn't -- you say what I would do with them. Naturally, I would not be doing any work with them. I would consult with them if there was a problem in regard to their Trade Practices Acts. This is my contact with them.

Q So that if Borden had any problem with any of these agencies, you would be the one who contacted them?

A That is right, sir.

Q And that would be mainly in connection with their trade practices regulations?

A That is right.

Q Could you give us a brief description of that [illegible] trade practices regulations usually entailed, what requirements that were under them?

A They varied, and I don't think I could adequately indicate what they were. Some of them had sales below cost provisions, and some of them didn't, and they varied in scope and in nature. I am not an authority on that.

Q Prior to your appointment as vice president of governmental controls, had you in any of your positions with Borden conducted cost studies into Borden's distribution to various customers within the Central District, or the Chicago Milk District?

A Yes.

Q Do you recall how many of such studies you had conducted?

A You mean formal time and motion studies?

Q yes, formal cost studies.

A Formal time and motion studies?

Q Yes, sir.

A We had in two instances formal time and motion studies under way.

Q Could you tell us the occasion of the first instance, sir?

A One was in Chicago, and we had a matter which required a cost justification finding, and we made a complete time and motion study of the market.

Q What was that matter, sir? What was the matter that required the preparation?

A I don't recall exactly what the issue was, but it was a matter between U.S. of America versus Borden.

Q And do you recall the approximate date of this time study?

A No, sir.

Q Was it during the 1950s, sir?

A It could be in that period. It is pretty far back.

Q Do you recall whether or not that involved a possible justification for differences in price between sales to chain stores as compared to independent stores?

A I think that was one of the issues.

Q Do you recall the chain stores that were involved, sir?

A At that time the company served two particular ones, which are Jewel Tea Company at that time, and the Great Atlantic and Pacific Tea Company.

Q Sir, in the course of preparing this cost study, the one dealing with this particular matter involving Jewel and the Great Atlantic and Pacific Tea Company, were you called as an expert witness in those proceedings?

A I think I was.

Q What other cost study involving a time and motion study did you conduct for the Borden Company?

A We had a matter in the State of Wisconsin.

Q Was that prior to or later than the U. S. versus Borden study?

A Subsequent to.

Q Do you recall the approximate time when that study was conducted?

A No, sir.

Q Was that related to any particular incident or complaint against the Borden Company?

A There was no complaint issued, sir.

Q Was there any particular incident that required this cost study, or was this a general inquiry by the State of Wisconsin?

A I would take it that it was a general inquiry by the State of Wisconsin.

Q To your knowledge, were other companies required to make cost studies at this time?

A I would not know, sir.

HEARING EXAMINER SCHRUP: These cost studies in this Wisconsin situation, did they involve the sale and distribution of milk?

THE WITNESS: Yes.

By Mr. Mathias:

Q I don't think we covered this. In U. S. versus Borden, the cost study involved the sale and distribution of milk, also, did it not, sir?

A Yes, sir.

Q In connection with the Wisconsin study, did you have to appear in any formal proceeding?

A No, sir.

Q Was there any informal proceeding by the State of Wisconsin?

A Just a discussion in respect to the procedure that we would follow in arriving at the data which was necessary to support the issue.

Q Did they accept the procedure which Borden followed in conducting the cost studies?

A Yes, sir.

Q Would you describe in general the background of the cost study, the manner in which the cost study was prepared in Wisconsin?

A It was formalized into a method and procedure to be followed at every level of distribution and individuals were assigned to develop the data, the time, and the facts involved at each level. They ~~wrote~~ rode the routes, they listed the information, they made records of the volume, and made record of the time, as I indicated, of every functional activity which was involved.

Q Can you tell me what action or inquiry on the part of the State of Wisconsin prompted this study?

A It was a matter of selling prices to the Kroger Company.

Q And did the cost study then involve again the justification of lower prices, of prices to a chain as compared to prices to various independent store units?

A No, I don't think it involved that. It involved the pricing policies in the State of Wisconsin as related to the Wisconsin Dairy Trade Practices Act.

Q Did the Wisconsin study involve a study of different methods of delivery?

A It involved the type of delivery that was in effect in the State of Wisconsin by Borden.

Q Do you recall what the types of delivery you had in effect at that point?

A No, sir.

Q Do you know whether it involved dropped delivery, that is, dropping off the product at the store without servicing the case inside?

A I think within the State of Wisconsin you would find that the type of delivery was geared to the particular area that was involved. It could embrace all types of distribution.

Q So that your study would involve a broad variety of distribution services. Is that right, sir?

A Yes, sir. In other words, the study covered completely Borden's activities and distribution of milk in the State of Wisconsin.

Q Do you recall whether or not at that time Borden did have dropped delivery programs in effect in Wisconsin?

A I think it did.

Q And those delivery systems would involve the preordering of merchandise and no returns of merchandise?

A Some of those facets were involved.

Q Mr. Malone, when you were operations analyst, and prior to that, when you were a comptroller of the district, was it necessary for you to have a detailed knowledge of Borden's operation?

A I think I was rather knowledgeable of the operation.

Q In other words, to be a cost accountant and to keep track of the costs of these various operations, you had to know a good bit about what was going on in the plant and on your distribution routes. Is that correct, sir?

A I think I was generally, and I had general information as to activities which related to the operations involved.

Q And that would be both the plant operations and the distribution operations?

A That is right.

Mr. Hearing Officer, before I get too far along, there is one question that counsel for the Government didn't ask me and I don't like to leave it unanswered.

He asked me a lot of questions about the State of Wisconsin, but he didn't ask me about the conclusion, which

I think is very important, and the conclusion was that we were able to cost justify our position.

Q In other words, the State of Wisconsin accepted your study as a basis for Borden's pricing in the State of Wisconsin?

A That is right, and I think that is important.

Q Mr. Malone, in Borden's Central District, did Borden produce a full line of dairy products?

A What do you mean by a full line, now? That term is very ambiguous.

Q What would you mean by a full ine, sir?

A I would say they would produce milk, cream, chocolate milk, buttermilk, and cottage cheese.

Q This would be true for the Chicago metropolitan area?

A Yes, sir.

HEARING EXAMINER SCHRUP: Is that also true for the Wisconsin area?

THE WITNESS: Yes, sir.

By Mr. Mathias:

Q How many milk plants did Borden operate in the Central District in the early 1960s, sir, if you recall?

A I might miss a few, but we had producing plants -- this is not distribution points -- we had a plant in Pekin Illinois. We had a plant at Rock Island, Illinois. We had a plant at [illegible], Wisconsin. We had a plant at Madison, Wisconsin. We had a plant in Chicago. And we had a plant

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ice cream and frozen desserts?

A Practically so.

Q You mentioned a producing plant, a milk plant in the City of Chicago.

I think the testimony of Mr. Minkler stated that in the early 1960s you had two plants in the Chicago area, one right in Chicago and one in Hammond, Indiana. Would that be correct, sir?

A I don't know what time the production activities were discontinued at Hammond, but we did at one time have a production plant at Hammand, and another one at Tripp Avenue, Chicago.

Q Both of these were later in the mid '60s consolidated in a new plant at Woodstock, Illinois?

A That is right.

Q And at that time, both of the other plants were phased out of the operation?

A That is right.

Q Sir, would you describe for us Borden's usual channels of distribution in the Chicago area, once the milk was processed at the plant? How was it taken from the plant to the consumer?

A Before Woodstock, it was loaded directly from the plant into the distribution vehicle.

Q And [illegible]?

A And then delivered to the customer.

Q What different types of customers did you have in the Chicago area? Did you serve retail grocery store customers?

A We served some.

Q Did Borden also have retail home delivery routes in that area?

A That is right.

Q Did Borden have retail home delivery routes generally throughout its Central District?

A Yes.

Q What other types of distribution were there besides retail grocery, wholesale and retail grocery, and retail home delivery? Was there other type of delivery?

A There were so-called industrial restaurant accounts in the Chicago area.

Q So with that included, that would be pretty much the entire distribution of the Borden Company?

A The entire distribution on the part of the Borden Company.

Q You said before Woodstock the milk was loaded on the trucks and delivered to these customers. What change did Woodstock bring about?

A At Woodstock ~~[illegible]~~ the finished product would be loaded through a palletized method into trailers, and from there it would be moved into the Chicago area, from which point it would be distributed.

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had nothing to do with the procurement activities.

Q One of the duties, or one of the titles which you mentioned earlier, Mr. Malone, was vice president of accounting and purchasing. Did that include any of the purchasing of raw milk?

A No, sir.

Q Sir, during the period 1964-1965, were you involved in the negotiations with the Great Atlantic and Pacific Tea Company to supply private label milk and dairy products to its Chicago area stores?

A No, sir.

Q You were not involved in those negotiations at all?

A I was not involved in the negotiations per se.

Q Were you involved in the internal deliberations and discussions within the Borden Company concerning those negotiations, sir?

A I would say we met with together counsel at various times.

Q Was this one of the occasions when you counseled with the president of your district concerning the cost problems of the district?

MR. WHITE: I object to the form of the question on the grounds that cost problems is an undefined term and can range from cost accounting principles to individual cost items, and without definition I don't see how any answer by this witness can help us in this proceeding.

MR. MATHIAS: I will strike the question.

By Mr. Mathias:

Q Mr. Malone, who did you counsel with in connection with the A&P private label negotiations?

A Mr. Minkler.

Q Was anyone else involved in these discussions?

A At times, we had staff meetings and operating staff would be present.

Q What was the nature of your counseling? In what areas of concern did you counsel with Mr. Minkler in connection with the A&P private label negotiations?

A I think it involved the broad aspect of the matter.

Q What do you mean by the broad aspect of the matter, sir?

A The facets that would be involved in any business transaction.

Q In other words, prices, costs?

A I never discussed prices. We would review the matters that were contingent upon the development of or. facts in regard to the matter.

HEARING EXAMINER SCHRUP: Did you discuss any accounting procedures in connection with this transaction?

THE WITNESS: No, sir.

By Mr. Mathias:

Q Did you discuss Borden's costs and in connection with the price that it could offer to A&P in the course of these negotiations?

A I think we made an appraisal of judgment as to what our costs were.

Q Were you kept informed of the developments and meetings which did occur in connection with those negotiations, Mr. Malone?

A I think I was reasonably informed.

Q By this, do you mean that -- did you have frequent meetings with Mr. Winkler and others concerning the course of the negotiations?

A I don't know what you mean by frequent, but we had meetings from time to time.

HEARING EXAMINER SCHRUP: What was discussed by you and Mr. Winkler with regard to those negotiations?

THE WITNESS: Basically, sir, we covered the economic matters which would be involved.

HEARING EXAMINER SCHRUP: What do you mean by the economic matters?

THE WITNESS: The elements of costs and distribution and production.

By Mr. Mathias:

Q Do you recall having meetings with Mr. Winkler and Mr. [illegible] concerning various developments in the course of the negotiations as Borden negotiated with A&P?

A From time to time we would sit down, sir.

Q Did Mr. [illegible] report to you after he had visited with the A&P officials?

A No, sir, he reported to Mr. Minkler.

HEARING EXAMINER SCHRUP: Mr. Mathias, when you get to a good breaking point, it might be advisable to take a short recess.

MR. MATHIAS: Maybe we should take a recess now, sir.

HEARING EXAMINER SCHRUP: We will take a recess now for both the reporter and for the witness.

(A recess was taken.)

HEARING EXAMINER SCHRUP: Back on the record.

By Mr. Mathias:

Q Mr. Malone, did you assist in preparing the various price offers that were made to A&P during the course of the negotiations?

A Yes, sir.

Q I hand you Commission Exhibit for Identification 6-A through C, which is dated on the first page November 20, 1964. Would you familiarize yourself with this document, sir?

A Yes, sir.

Q Do you recall having seen this document before, sir?

A Yes, sir.

Q What is it, sir?

A The [illegible], sir, labeled A&P Quotation, one dated

November 20, the other December 28, 1964, and a schedule which is indicated Price Change Per Unit, October 28, 1964. The date has been changed from November 20, 1964.

Q Did you assist in the preparation of this proposal, Mr. Malone?

A Yes, sir.

May I change that?

Yes, I assisted in the preparation of the data, not in the proposal.

Q So you assisted in gathering together the data upon which this proposal was based. Is that what you mean, sir?

A That is right, sir.

Q Do you recall, sir, how this proposal, or this quotation, differed from Borden's wholesale price, A&P or Borden's label, at this time?

A No, sir.

Q Mr. Malone, I show you Commission Exhibit 7-A through C for Identification, which is a letter addressed to Mr. Harry L. Archer, for signature of Mr. Ralph R. Minkler with a pencilled notation at the top left-hand corner of the Commission Exhibit 7-A, copies to, and listing various people, including Joe Malone.

I ask you to familiarize yourself with this letter, sir.

Sir, I would also like you to look at Commission Exhibit for Identification 8-A through C, which is entitled "List

Selling Price Quotation to A&P," dated December 28, 1964.

Sir, in connection with Commission Exhibit 8 for Identification, the price quotation of December 28, 1964, are you familiar with this document, sir?

A I have it in front of me.

Q Referring now to Commission Exhibit 7-A, the first page of the letter to Mr. Archer from Mr. Minkler, the second paragraph thereof notes that a change from a half cent per point differential to a one cent per point differential from private label and Borden brand for six basic items.

Referring again to Commission Exhibit 8-A, the December 28 quotation, it appears to me that the price on a half gallon unit of milk there is a two cent differential on this quotation between the private label and the Borden label, and referring back to Commission Exhibit 6-A, the November 20 quotation, the price of a half gallon is a cent more for private label than on the December 28 proposal.

Is it this difference which is referred to in the second paragraph on Commission Exhibit 7-A by Mr. Minkler, sir?

MR. McINERNEY: I object to the form of the questio

MR. WHITE: Yes, I assume we are asking him to interpret what Mr. Minkler means.

Is that the thrust of the question?

HEARING EXAMINER SCHRUP: Read the question back, please.

(The pending question was read by the reporter.)

MR. MATHIAS: Your Honor, let me rephrase the question.

HEARING EXAMINER SCHRUP: Yes, do the papers correctly reflect what you have stated as the differences?

By Mr. Mathias:

Q Mr. Malone, after having reviewed the prices under the two proposals and the letter of Mr. Minkler, do these three documents refresh your memory as to how the prices under your two private label proposals in November and December, 1964, compared with your Borden label prices at this time?

A I think the schedules speak for themselves.

Q The question I asked, though, sir, is: does this refresh your memory as to the basis for the price reduction here?

A No.

Q Mr. Malone, I hand you Commission Exhibit 4-A through E for Identification, and I ask you to familiarize yourself with this document, sir.

Q Yes, sir.

Q Can you identify Commission Exhibit 4-A through E for us, sir?

A Yes, sir.

Q What is it?

A The data was a result of cost study made in the State of Wisconsin in regard to the matter of costs covering the production distribution of fluid milk in Wisconsin.

Q Is this the same cost study which you mentioned earlier as having participated in?

A Yes, sir.

Q What bearing, if any, sir, does the Wisconsin cost study have with your November 20 proposal on A&P private label which is marked Commission Exhibit for Identification 5-A through C?

A Basically, the cost study, there is no ~~relatively~~ relationship between the Chicago factors and the Wisconsin factors.

Q Did you consider the Wisconsin study at all in connection with your proposal to A&P?

MR. McINERNEY: I object to that. I believe he testified he never made a proposal to A&P.

HEARING EXAMINER SCHRUP: As I understand the witness's testimony, he was not engaged in negotiations per se, but he was engaged with Mr. Minkler in discussing the underlying figures.

Is that correct?

THE WITNESS: That is right, Your Honor.

By Mr. Mathias:

Q Was this study, that is, Commission Exhibit 4, with sub-parts, one of the factors which was considered by you and Mr. Minkler in the preparation of the initial proposal to A&P?

A I was [illegible] Mr. Minkler was knowledgeable of [illegible]

HEARING EXAMINER SCHRUP: Was there difference in pricing of the two products to Kroger?

THE WITNESS: I don't recall exactly what that might have been sir.

HEARING EXAMINER SCHRUP: But there was a difference in price?

THE WITNESS: I would imagine there was.

By Mr. Mathias:

Q Do you recall whether or not the Wisconsin study include a study of the allowable differential between the Kroger label and the Borden label?

MR. McINERNEY: I object to the use of the word "allocable," which I think is confusing.

HEARING EXAMINER SCHRUP: The witness has stated that the cost justification was shown, but the interrogator is trying to determine what was that cost justification, and for what.

By Mr. Mathias:

Q Did the study show a cost justification between the Kroger label and Borden label in sales to Kroger in Wisconsin?

A The cost study showed basically that the prices quoted to Kroger was justified. This is all it showed. It made, as I recall, no attempt to correlate private label and advertised brands.

Q Mr. Malone, again I hand you Commission Exhibit 5[illegible] through C for Identification.

Do you recall who was involved in any discussions in which you participated in the course of the drafting of this proposal, in other words, in the discussions which preceded this proposal?

A The only one I can recall specifically is Mr. Minkler. Whoever else there was, I would not know.

Q Was it the usual procedure within your district for Mr. Minkler to consult with you on matters of this kind?

A I think generally that we were in conference on matters regarding elements of cost.

Q So this would be generally throughout the business procedures of the Central District, whenever a problem came up, one of the persons he consulted with was you. Is that correct?

A One of the many persons with whom he consulted.

Q Was it the practice of the Central District in situations such as this to keep all of the officials informed as to developments in connection with the negotiations, or other problems?

A I think there was general rapport between the operating people who had responsibility for the operation.

HEARING EXAMINER SCHRUP: At this time, did Borden, Inc. employ an accounting staff?

THE WITNESS: Sir, by accounting staff, you mean people who work [illegible] the figures?

HEARING EXAMINER SCHRUP: Well, whatever the duties of an accounting staff would be.

THE WITNESS: They had an accounting department, let me put it that way, who recorded the figures per se.

HEARING EXAMINER SCHRUP: What type of figures would they record?

THE WITNESS: They would record the value of sales, the cost of sales, and the distribution costs, all in general terms.

HEARING EXAMINER SCHRUP: Did you have any relationship with this accounting staff?

THE WITNESS: No, I had no direct responsibility to it.

By Mr. Mathias:

Q Who was in charge of that staff, Mr. Malone, by title, not necessarily by name?

A I would say the district controller.

Q And you had served as the district controller previously to this?

A Previously, yes, sir.

Q And were you able to call upon the accounting staff for any information you needed in connection with your deliberations?

A If I needed information which was generally available, I would call on the accounting department.

Q Mr. Malone, I again show you Commission Exhibit 7-A through C for identification, that is, the letter from Mr. Minkler to Mr. Archer.

As previously noted, the first page of this letter indicates that you received a copy.

Do you recall having seen this letter before, sir?

A If the letter states I received a copy, I suppose I did.

Q Has the reading of this letter, Mr. Malone, refreshed your recollection as to any of the discussions you had with Mr. Minkler or others during this period of time, in late 1964, concerning the A&P private label negotiations?

A All I can say, Mr. Mathias, is that it lays out the facts as Mr. Minkler looked at them. This is the only refreshing ~~and~~ it does to me.

Q It leaves out what, sir?

A It lays out the facts as Mr. Minkler viewed them.

Q Do you recall, well, the facts as you might recall them, Mr. Malone, after having reviewed this letter, anything that is in here that refreshes your memory, of course, you are able to testify to.

Can you recall the basis for the initial proposal to A&P, comparing that proposal with your then current Borden label prices?

A Would you ask that question again, please?

Q Yes. I will rephrase it, sir.

Is your memory refreshed concerning the reasoning behind the price differential on Borden label and private label in your initial proposal to A&P?

A I think it was generally considered that the minimum amount, when I say minimum, would recognize what that differential would be, and that was what was considered.

Q What do y9u mean by minimum amount? The minimum amount you could give and get away with? Is that what you mean, sir

A No, I don't put it that way. I mean to imply that the minimum amount that could be involved was a half cent.

Q Was a half cent per point?

A Yes, and not"get away with it." I would like that stricken.

Yes.

Q I didn't mean that. I meant, in other words, this is the minimum amount that you thought might be attractive to A&P. Is that correct?

A That is right.

HEARING EXAMINER SCHRUP: How did you establish that minimum amount?

THE WITNESS: Well, basically, sir, some of the information that we had had previously would indicate that in some areas there was that minimum amount involved in the cost and distribution between one and the other.

HEARING EXAMINER SCHRUP: Are you talking about sales to A&P) in other areas?

THE WITNESS: No, we are not talking about A&P. We are talking about sales of private label milk versus advertised brands.

By Mr. Mathias:

Q So this was a price differential Borden had used in some other area. Is that correct?

A Yes, sir.

Q By a half cent per point, what is meant in the dairy industry by the term "point"?

A The point is equivalent to a quart of milk. That is the yardstick.

Q So that all dairy units are divided up as quart equivalents?

A Not quart equivalents. The factor is generally related to points. Points are involved in union contracts and union contracts generally spell out what a point represents, and this is generally the basic quantitative measurement that has been used consistently in the industry.

Q How many points would be in a half gallon?

A Two.

Q And a gallon would be four?

A That is right, sir.

Q And these are applied also to the various by-products such as cottage cheese. Is that correct?

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A Yes, sir.

Q How, generally, are they related to the quart?

A A package of cottage cheese would be one point.

Q Is this based on size, bulk, price, or what?

A No, a one ~~point~~ pound container would be one point.

Q So it is basically a size or weight equivalent?

A Not weight. Generally the size of the package.

Q All right, sir.

Now, Mr. Malone, I show you Commission Exhibit 8-A through C for Identification. This is the December proposal.

It would appear in comparing it with the November proposal that there has been an increase of one cent per half gallon on the differential between the private label and Borden label.

I take it that this would be an increase from a half cent per point differential to a full cent per point differential. Is that correct?

A That is what the schedule shows, sir.

Q Did you participate in the decision to change the differential being offered from a half cent per point to a cent per point?

A I think there was general discussion.

Q Do you recall who was involved in those discussions, sir?

A No, sir.

Q Were you, sir?

A I imagine I was part of the general discussion.

HEARING EXAMINER SCHRUP: Mr. Minkler, was he involved, too?

THE WITNESS: Yes, sir, Mr. Minkler was the president, and all of these discussions emanated from his request.

By Mr. Mathias:

Q Do you recall whether Mr. Tarr was involved, sir?

A I don't remember distinctly, sir.

Q What was the basis for this change of a half cent to a cent per point? Why was this change made?

A I really don't know this. Mr. Minkler was carrying on the negotiations, and he was the one who made the decision.

Q Referring again to Commission Exhibit 8-A, I note that there are six items included in this proposal. This was not the entire line of Borden's milk product, was it, sir?

A No, sir.

Q Why was the proposal limited to these six items?

A I think Mr. Minkler's letter states it very clearly.

Q Do you recall what those reasons were, sir?

A I can read from the letter.

Q I mean from your own recollection, sir.

A No, sir.

HEARING EXAMINER SCHRUP: Mr. Malone, I am not quite clear on one point, here.

Advancing the differential from one half cent to one cent, as you have testified, was Mr. Minkler's decision?

THE WITNESS: Yes, sir.

HEARING EXAMINER SCHRUP: What did Mr. Minkler discuss with you with reference to the advancing of the one half differential to one cent differential?

THE WITNESS: Well, there really wasn't a discussion. It was all practically an indication by Mr. Minkler that he thought in his business judgment that this was necessary.

HEARING EXAMINER SCHRUP: What did he discuss with you about this?

THE WITNESS: I don't recall the full extent of it, Your Honor. I am sorry.

By Mr. Mathias:

Q Do you recall whether you discussed competitive factors in making this increase?

A I am sorry, sir. I can't recall.

Q You don't recall any of the discussion?

A No, sir.

HEARING EXAMINER SCHRUP: Was there any discussion of cost, the difference of advancing differential from one half cent to one cent?

THE WITNESS: I imagine, sir, it did, in a general sense, enter into the discussion.

HEARING EXAMINER SCHRUP: Between you and Mr. Minkler?

THE WITNESS: With whoever attended the meeting.

HEARING EXAMINER SCHRUP: Did you offer Mr. Minkler advice on your part?

THE WITNESS: I would imagine, sir, that we did discuss that.

HEARING EXAMINER SCHRUP: What was your advice to Mr. Minkler?

MR. McINERNEY: I think the witness is at the point of guessing at this conversation.

THE WITNESS: No, I can't recall what I had discussed, sir.

By Mr. Mathias:

Q Do you recall any discussions involving this increase, sir?

A No, sir.

Q Mr. Malone, referring to Commission Exhibit 7-B, and the last line of that page, Mr. Minkler states to Mr. Archer:

"Again repeating myself, in Chicago we cannot yet bring into play any important modification of delivery to reduce our costs."

Do you recall having discussed with Mr. Minkler, or other officials of Borden, the possibility of any delivery modifications in connection with A&P's private label proposal?

A What I think Mr. Minkler is referring to is that in the Chicago area, under the union contract, there wasn't any of the changes [illegible] possible in other markets to reduce distribution costs. That is, twice a day delivery, for example. I mean twice every other day delivery. In the Chicago market, we had to deliver six days a week.

Q So this was one of the factors that you were discussing and considering in connection with the private label negotiations?

A We were reviewing every possible concept that could be involved, so that, if it was possible, we could give A&P the best possible price.

Q In the course of this, did you review delivery programs and private label programs that Borden had in effect in other areas?

MR. McINERNEY: Are we talking about any specific conversation, now?

MR. MATHIAS: I am talking about what he has done generally.

MR. COX: In the 42 years?

HEARING EXAMINER SCHRUP: No, he is talking with reference to A&P transaction, and its comparison with other transactions of like nature, as I understand it.

MR. McINERNEY: We are not relating it to this specific proposal.

HEARING EXAMINER SCHRUP: I think the question was: Was he guided by any of the other transactions on private label and Borden products.

MR. MATHIAS: I think the witness has lost the track of the question, and I will rephrase it.

By Mr. Mathias:

Q In the course of your work in connection with the A&P proposal, did you make a check into private label programs and delivery programs in other areas to determine what possible cost changes could be brought about in the delivery to A&P?

A We know within our own district the different methods of delivery that were possible in those different markets.

Q So you were aware of a great variety of different types of delivery systems?

A That is right.

Q In connection with these, did you consider these other delivery systems to see where costs could be eliminated in your proposed sales to A&P of private labels?

A We knew it wasn't possible in the Chicago market.

Q In other words, you had cost restrictions in Chicago which did not exist in other market areas?

A That is right. We are frozen, there.

Q Besides six-day delivery, were there any other limitations on your ability to cut delivery costs?

A I don't recall specifically what all of the others were, but there were some items, and I think it is referred to on this particular price sheet here.

HEARING EXAMINER [illegible]: What sheet is that, sir?

This is Commission Exhibit for Identification 8-A to which the witness referred.

MR. McINERNEY: Are you referring to the items at the bottom of the page?

THE WITNESS: Yes, sir, I am referring to the items at the bottom of the page.

MR. McINERNEY: May I clarify the record?

HEARING EXAMINER SCHRUP: Yes, I can read those items in the record.

MR. McINERNEY: They are not all limitations. Some of them are.

HEARING EXAMINER SCHRUP: If you want to read the four items at the bottom of the page --

By Mr. Mathias:

Q Mr. Malone, referring to the four items you referred to on Commission Exhibit 8-A, it states that delivery shall be as follows, and gives four apparent characteristics of the delivery service to be granted under this proposal.

The first is six-day delivery per week, with one delivery per store per day.

The second is store-door deliveries, no in-store service.

The third is no special deliveries.

Four is no returns except products inferior in quality and packaging at time of delivery.

Now, sir, these appear to be the delivery proposals that would be included under your price as exhibited by Commission Exhibit 8-A. Is that correct?

A It would be the delivery program.

Q This does not outline all of the restrictions on your delivery program under your Chicago union contracts, does it, sir?

A No, sir. This is talking about, or rather, this is indicating that the prices that are quoted here to A&P , or proposed to A&P, are subject to these conditions.

Q Yes, sir. But, now, there may have been other restrictions on your delivery program under your Chicago union contracts which did not exist in other market areas which would not be apparent from the reading of these four items. Is that not correct, sir?

A That could be true.

Q Sir, referring again to Commission Exhibit 8-A, and the four numbered items at the bottom of the page, under heading, "Delivery shall be as follows," how did this compare with your normal delivery programs in Chicago at that time?

A Taking items 2, 3, and 4, normally the route driver would make delivery to the refrigerator case and put the product in and rotate the product. If a customer required a special delivery, a special delivery would have been made. And if the product became outdated, it would be returned and replaced.

Q Were the modifications as set forth here on Commission Exhibit 8-B, was this delivery program allowable under your union contract at that time, sir?

A Yes, sir.

Q Do you know whether or not this type of delivery program was in effect in sales to any of your customers in the Chicago area at that time?

A The general program that was in effect, this is what I have just previously outlined to you.

Q That would be to rotate the product in the case?

A Yes, plus special delivery function and plus the refrigerator case delivery.

Q Was it possible that some customers in the Chicago area were getting this modified type of service at this time?

A No, sir.

Q Sir, do you recall whether in the succeeding months, the rest of 1965 and up into 1966, there was any change in this union requirement of six-day delivery?

A I don't recall any.

Q Mr. Malone, I hand you Commission Exhibit 12-A and B for identification, and ask you to familiarize yourself with this document, sir.

Mr. Malone, I also hand you Commission Exhibit 14-A through L, and request you to familiarize yourself with these documents.

Mr. Malone, referring to Commission Exhibit 12-B, which is the second page of a letter to Mr. Jack P. Fontz, from Mr. Mahler, and referring also to Commission Exhibit 14-A, which is a price proposal dated February 9, 1965, it appears that the differential between Borden label and private label has now been increased in the proposal from one cent to 1.37 cents per point.

Did you participate in the discussions which led up to this increase in the differential?

A I can't recall specifically, sir, but I would imagine that it was a general staff discussion of the matter.

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[illegible]
[illegible]
Fols.

Q This was the usual procedure that you followed?

A Yes.

Q I now hand you Commission Exhibit 13-C through -N for identification and ask you to review this document, sir.

Mr. Malone, referring now to Commission Exhibit for identification 13 with subparts, did you prepare this document?

A Part of it I did and part of it was prepared by accounting and personnel.

Q Can you explain or identify for us the schedules or portions prepared by accounting personnel?

A Commission Exhibit 13-M

Q Is that the only page, sir?

A The other pages are in my handwriting so I would take it that I prepared them.

Q And were the figures on Commission Exhibit 13-M prepared by the accounting department at your request or under your instructions, sir?

A I would think so.

Q What is this document, sir?

A I think it tends, and I don't remember exactly the part it played but it intends to inform management of the elements and facets of costs that were involved.

Q That were involved in what, sir?

A Involved in any consideration that would be made in regard to consideration at hand which is the price for milk to A&P.

Q I know this appears to have been prepared in early February 1965, is that correct, sir?

A There is a date shown here, 2/9/65.

Q February 9, 1965?

A That is right.

Q I refer to Commission Exhibit for identification 14-A through -E, all of the pages which are dated February 9,11965. Does this mean that Commission Exhibit 13 with subparts was a part of the underlying work in connection with the proposal of February 9, identified as Commission exhibit 14?

I will rephrase that question. What connection does Commission Exhibit 13 have with Commission Exhibit 14?

A I don't think it is the basis for 14-A, -B, -C, -D or -E. But I think it was the intention to have informative data to management so they could consider what action they took.

Q Under what circumstances then was Com mission Exhibit 13 with subparts, prepared?

A I would say that I was attempting to find the kind of information that management would need to make a decision.

HEARING EXAMINER SCHRUP: Who was management?

THE WITNESS: I am talking about Mr. Minkler and the rest of the staff.

HEARING EXAMINER SCHRUP: Were you part of the staff?

THE WITNESS: I was part of the staff.

By Mr. Mathias:

Q Therefore, any decision had to come from Mr. Minkler, himself?

A That is right.

Q In this connection Mr. Minkler was District President?

A That is right.

Q You did have a head of your Chicago milk operation, did you not, sir?

A Mr. Minkler was the head of the Chicago milk operations.

Q Didn't you have a manager of the milk district in the Chicago area?

A Yes, we had a sales manager at that time.

Q But all decisions of that magnitude had to be made by Mr. Minkler himself, is that correct, sir?

A That is right.

Q Referring, sir, to Commission Exhibit 13-D, which is entitled "Schedule No. 1", would you explain what item no. 1 on this schedule is, sir?

A Item no. 1, all I can ~~indicated~~ indicate at this time is that it is designated as estimated ~~adjustment~~ adjusted store wholesale gross profit before taxes ~~for~~ per point sold on wholesale store routes per schedule 2.

This is schedule 2.

Q If we referred back to schedule 2, we would find the computation of the figure which appears on Commission Exhibit 13-D under the first heading, is that right, sir?

A Yes, you would find the estimated elements that were involved.

Q And then referring to item no. 2 on Commission Exhibit 13-L this, I take it, refers back to another one of the schedules, is that correct, sir? That is entitled "decrease sales volume per point based on A&P chicago area stores for week of 1/30/65 adjusted to list price less 30 percent discount. This is per Schedule no. 3, is that correct, sir?

A That is what it says.

Q So we find the computation of that figure on Commission Exhibit 13-H for identification, is that correct, sir?

A Yes.

Q I note that on this entry on Schedule No. 1 or Commission Exhibit 13-D, that you have adjusted A&P sales to list price less 30 percent discount. Was that the discount which was then current in your sales to A&P of Borden label?

A I don't recall at the present time but this is what the schedule shows.

Q That would be what the schedule would imply, is that correct?

A It would imply that. I don't know for sure.

Q Referring again to Schedule No. 1, Commission Exhibit 13-D, I take it if we go through item no. 3, estimated adjusted store wholesale gross profit before taxes does not appear to refer back to a later schedule. Can you tell from these appearances just how that figure was computed, sir?

A The item, the fact indicated under item no. 3, estimated adjusted store wholesale volume before taxes, is derived from data shown on Schedule no. 3.

Q That would be Commission Exhibit 13-H?

A Yes.

Q Thank you, sir. Now, sir, I note that item no. 4, estimated savings per point resulting from construction of new processing plant at Woodstock, Illinois, and other operating changes resulting therefrom (first year) is computed ~~simputed~~ on Schedule No. 4, is that correct, sir?

A Yes.

Q So that if we refer to Commission Exhibit 13-J for identification, we would find out how you arrived at that figure, is that correct, sir?

A That is correct, sir.

Q The last entry on Schedule No. 1, which is entitled "estimated adjusted store wholesale gross profit per point before taxes", after adjusting currentlist wholesale ~~wholes le~~ store prices ~~peices~~ by 30 percent and reflecting the estimated woodstock project first year savings per point," has again no reference back to underlying schedules.

Which schedules would we look at to find how that figure was arrived at, sir?

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A If you will note item no. 3 indicates the estimated adjusted store wholesale gross profit before taxes remaining of ~~all 0470~~ .00470, and item no. 5 estimated adjusted store wholesale gross profit per point after adjusting current list wholesale price by 30~~percent~~ percent and reflecting estimated woodstock project first year savings per point.

Q I see. Then item no. 5, ~~I have to adjust the~~ results from addition of items 3 and 4 together, is that correct?

A That is correct, sir.

MR. MATHIAS: Your Honor, I would like to go through these computations and it will take a little bit of time and I tink maybe we shouls wait until we get back from lunch and take our lunch break now. I would like to propose an hour and ahhalf now.

HEARING EXAMINER SCHRUP: That would make it a quarter to 2.

MR. MATHIAS: Yes, that will be satisfactory.

MR. WHITE: We don't need that long.

MR. MATHIA:S I don't need that long but I was trying to accommodate everyone.

HEARING EXAMINER SCHRUP: How about 1:30.

MR. WHITE: The sooner the better.

HEARING EXAMINER SCHRUP We will recess until 1:30 this afternoon.

(Whereupon, at 12:15 p.m., the hearing recessed, to reconvene at 1:30 p.m., the same day.)

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AFTERNOON SESSION

1:30 p.m.

HEARING EXAMINER SCHRUP: On the record.

You may proceed, Mr. Mathias.

JOSEPH F. MALONE resumed the stand and testified as follows:

MR. MATHIAS: For the record, before proceeding with questioning, it has been called to my attention by counsel for A&P that in the series of documents we are presently considering, Commission Exhibit 13-A through N we have missed one letter. There is no 13-K.

HEARING EXAMINER SCHRUP: The record will note that.

DIRECT EXAMINATION (continued)

By Mr. Mathias:

Q Mr. Malone, I would like you to turn your attention to Commission Exhibit 13-F, which is schedule No. 2. Could you explain for us briefly what this document is, sir?

A The document is described as Estimated Operating Profit, Store Routes, Eleventh Period.

Q Aside from what the document states it is, could you tell us what you have done on this document, sir?

A I would say the basic background for this document would represent data that had been secured covering the 11th period of whatever year this is. I don't know. 1964 I would imagine, because this is 2/8/65, the 11th period could not be in 1965, and it shows the gross profits, store routes, and then a deduction for various elements of cost that were not part of, you might say, departmental operations.

Q Now, this gross profit would relate to all of your routes in the Chicago area?

A All of the store routes, that is right.

Q It would not involve retail or delivery routes, just store routes?

A It would represent the store routes operated at the two main branches, Irving Park and Holland Road, as described on the schedule.

Q Irving Park and Holland Road in the city limits of Chicago?

A Yes, sir, one on the South Side, the other one on the North Side.

Q This would not be all routes operated out of the Woodstock plant?

A I don't ~~know~~ know at this date whether the Woodstock plant was in operation, sir.

Q In any event, this just involved the sales on these two routes?

A No, the sales of wholesale routes operating from these two branches.

Q Did you have other branches operating within the City of Chicago at that time?

A I don't recall.

Q Did either of these branches sell beyond the city limits?

A Yes, sir.

Q Did they extend over into Indiana?

A I don't think so.

Q Would these two route ccover the entire area of consideration in the A&P negotiations at that time?

A Distribution out of Irving Park and Holland Road would not cover the entire area involved.

Q Now, how many periods were in the Borden Company fiscal year?

A I think they were operating at that time a 13th period year.

Q Roughly, then, what would the 11th period be?

A December, November. It could be October. I am not sure.

Q It would fall in the area of October or November?

A Yes.

Q Now, were you concerned with Borden's gross profits at this point?

A I wasn't concerned at all.

Q Why was it being considered in connection with the negotiation?

A As I tried to indicate to you before, we were preparing information so that we could have knowledgeable data for management regardless of how it would be used.

Q I would like to call your attention to Commission Exhibit 13-N for identification and Commission Exhibit 14-D for identification, particularly the line on 13-N entitled "Total Cost," under the columns "Per quart", "Per half gallon", and "Per gallon," and the item on 14-D entitled "Total cost under the columns per quart, per half gallon and per gallon."

I note that the identical cost appears on each of these pages. To what does this cost refer, Mr. Malone?

A I think it is clearly stated what it refers to, sir. It shows that it is raw milk cost, container cost, production expense, route delivery expense and other distribution expense.

Q These would be in connection with the private label quotation to A&P, is that correct, sir?

A No, sir. These would be in regard to the development of cost factors covering wholesale distribution.

Q What is wholesale distribution, is that to stores?

A When you say wholesale distribution, sir, I am talking about stores.

PRESIDING EXAMINER SCHRUP: Selling stores as opposed to the home consumer?

THE WITNESS: Or opposed to what we call bulk wholesale, which is restaurants and hotels.

By Mr. Mathias:

Q In Commission Exhibit 13-N is listed quotations for A&P private label, and lists a price under the per quart columns, per half gallon columns, all of which are the same prices which appear on Commission Exhibit 14-D as the quotation for A&P private label. Is that not correct, sir?

A They are the same.

Q So that apparently on Commission Exhibit 13-N there was a quotation price arrived at for the negotiations with A&P, is that not correct sir?

A I don't know whether it was arrived at or whether it was just being considered at this stage.

Q At any point at the stage at which Commission Exhibit 13-N was prepared, such a quotation to A&P was being considered is that correct, sir?

A I would think that is right.

Q Now, returning to Commission Exhibit 13-F, what part did this calculation of gross profit have in your preparation of Commission Exhibit 13-N?

A I can't recall. St

Q Referring again to Schedule 2, which is Commission Exhibit 13-F, what is meant by "Estimated store wholesale gross profit"? That appears on the last line on the right-hand side of the page.

A I think that what is meant by ~~theis~~ it is how it is described.

Q Was this then your estimate of gross profits to the Borden Company for all wholesale sales on those two routes, the Irving Park and Holland Road route, sir?

A No. That indication which is under "1" in brackets refers to computation of Holland Road store wholesale gross profit.

Q That would be from all sales on the Holland Road route, is that correct?

A That is correct. It portrays an attempt to eliminate from that total gross profit the gross profit that derived from bulk wholesale vendor and counter operations.

Q This would then limit it to store wholesale sales rather than the entire route sales?

A That is right. If you will note, it is correlated with the figure that is under the Holland Road wholesale routes.

Q Where would we find that, sir, in which column?

A The second line under 1, "Estimated operating profit."

Q Now, rreferring to the last line on the left-hand side, Mr. ~~Maloney~~ Malone, you estimated adjusted gross profit per point before taxes. To what does this figure refer, Mr. Malone?

A I think it is clearly indicative on the schedule. I think the schedule has to speak for itself. I can't recall the mechanics of it but it is set forth in I think sufficient detail that you can interpret it.

Q One question I would have, Mr. Malone: At the top you list both the Irving Park and Holland Road routes. This column to the right on the Holland Road route alone makes me wonder as to whether or not this final figure, estimated adjusted gross profit before taxes, includes both of these routes or just the sales from the Holland Road route?

A I think it clearly implies this whole computation section plus both locations.

Q Mr. Malone, do you recall why you chose the Irving Park and Holland Road route as the basis for this computation?

A Those aree the two largest, those were the two branches that were distributing the largest volume of wholesale store business.

Q Mr. Malone, I would like to call your attention to Commission Exhibit 13-H for identification which is identified as Schedule No. 3 at the top right-hand corner. Can you tell us just what the purpose of this computation is, Mr. Malone?

A I can't recall what it was for. Againk I refer to the fact that data of this type was developed so that proper review on the part of operating management could be made.

Q This is entitled private label price considerations.

A That is correct.

Q Was this then an attempt to compute all of the factors that would enter into your pricing on private label?

A No, I think it was an attempt to be informative.

Q To be informative as to what, sir?

A As to what the schedule shows.

Q What was your purpose in drafting this paper, sir?

A The only purpose I could have would be one to keep management informed as to the facts as I saw them.

Q The facts of what, sir?

A What the schedule portrays. I think the schecule clearly is indicative of the information.

Q Of what information, sir?

A The information that is set forth on the schedule, sir.

Q Calling your attention to column 8, sir, on Commission Exhibit 13-H, entitled "Net sales value decrease on six items only." What was the basis for this column?

A Basis of the column is just what it says. We only had six items that we were considering at the private label and it ~~show~~ shows what computation developed on those items.

Q Sir, would those be the six items at the top of Commission Exhibit 14-E, the first six items appearing there?

A Yes, sir.

Q Would the net sales value decrease be based upon the price that was being proposed to A&P on private label as of February 9, 1965?

A Prices under column 5 are similar to the ones that are on Commission Exhibit 14-E.

Q Now, I note that the date of Commission Exhibit 13-H, that is Schedule 3 of the 13 series, is February 8, 1965. Is that correct, sir?

A That is correct.

Q Where is the price proposal, Commission Exhibit 14-E, is dated February 9, is that correct, sir?

A That is right.

Q I would like to call your attention now to Commission Exhibit 13-J, which is labeled Schedule No. 4. This is entitled "Estimated savings, Woodstock Project."

What are the circumstances, sir, which would lead you to estimate savings on the Woodstock Project?

A No. 1, the company would not have considered the investment of new plant if there were not going to be economic benefits to accrue from same.

Q So that you sere expecting that you would have savings involved in the new operation at Woodstock, is that correct?

A Nobody invests capital unless they expect to have savings.

Q Then I would take it that Commission Exhibit 13-J was, as stated, an attempt to estimate what those savings would be.

A I would say it is an estimate of what those savings would be.

Q Do you recall whether or not the Woodstock plant was open yet, as of the date of this computation?

A I don't recall.

Q Calling your attention to the left-hand column on 13-J under the heading "Memo", there is a figure entitled "Total new investment." Was this the actual cost of building the Woodstock plant?

A This was the projected cost.

Q It was not completed yet as of that date, sir?

A Well, I don't know what the final cost was but this was the projected cost.

Q Now, referring to Commission Exhibit 13-N, sir, which is entitled "Sales to A&P stores, Chicago Metropolitan Area, Week ended January 30, 1965," I note in the fourth column in this document that there are 170 stores included in this computation. Do you recall, sir, whether these were all of the stores which were being considered at this time under the A&P private label quotation?

A I don't recall.

Q Now I would like to call your attention to Commission Exhibit 13-N, which is entitled "Basic calculations on private label quotation schedule for quarts, half gallons and gallons." This is dated February 9, 1965.

Mr. Malone, the prices and costs referred to on Commission Exhibit 13-N are the same as those appearing on Commission 14-D and 14-E, are they not, sir?

A That is right.

Q Commission Exhibit 14-D and E are a portion of the February 9 pricing proposal to A&P, are they not, sir?

A It would appear that way.

Q I would like to refer you to Commission Exhibit 14-D, Mr. Malone. At the top I notice in parenthesis before the computations there is included the statement, "Items in plastic coated paper." Was there any other type of paper container being used by Borden in this area at that time?

A No, sir. I might qualify that with one exception. Cottage cheese is packed in different type containers than food milk items.

Q I think this computation on Commission Exhibit 14-D only applies to milk cartons?

A That is right.

Q Mr. Malone, I call your attention to Commission Exhibit 14-A for identification. I notice a line on this document in the middle of the page entitled "To 3.4 percent BF finished product."

What does this mean, sir?

A This would mean that the product had a butterfat test of 3.4.

Q I take it that means 3.4 percent of the weight of that milk was butterfat, is that it, sir?

A 3.4 percent would be the butterfat equivalent that is part of the particular product. The reason why the computation had to be expressed that way, was that the Federal Marketing Order prices are based upon a 3.5 equivalent and the milk that is finally received from dairies, from farmers, is not always that particular 3.5 and it comes from Holstein herds which have a historical average of much less than 3.5. Therefore, the average blend of the product that would be received in the bottle would be in the neighborhood of 3.4.

Q Was this the percentage to which your Borden plant standardized their milk?

A No, I don't think it was the percentage of the standardized. It was the percentage of the milk product received blended out.

Q Mr. Malone, I would like to refer to Commission Exhibit 14-E for identification which has two columns, one "Net for Borden label", and the other "Net for A&P private label." I note in the half gallon line the difference in price between the Borden label and the private label is 2.55 cents per half gallon. I take it this would correspond to the mention in Mr. Minkler's letter of 1.2 cents per point differential?

A I don't know, sir, whether it is the same factor.

Q What was the largest volume item involved in the negotiations at this point?

A I think Schedule 13-N -- is that your schedule?

Q Yes.

A The quantity in the Chicago suburbs would show that half gallons of milk are the largest single item.

Q Is this your recollection as well that the half gallon of milk was the largest volume unit?

A I think the record shows for itself, sir.

Q I would like to have your recollection, if you have one.

A I haven't one, sir.

Q Mr. Malone, referring again to Commission Exhibit 14-E, I

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note that there are five additional items added to this quotation as compared to ~~your D's over~~ CXID 8A where there were six items. Do you recall why these additional items were included in this quotation?

AThe The only recollection I have is that our customer felt they were necessary.

Q Now referring to Commission Exhibit 14-A through E, was this document delivered to A&P?

A I could not tell you, sir.

Q On Commission Exhibit 14-E, sir, there appears the heading "Chicago-Calumet area." Could you tell me what geographic area would be included under this offer, sir?

A Well, it was mainly in regard to the distribution that would be made from the Irving Park Branch, the Holland Road branch, and the Hammond branch..

Q This would include the Hammond area in Indiana, sir?

A Yes, sir.

Q Now, Mr. Malone, I hand you Commission Exhibit 16-A and B for identification, and ask you to familiarize yourself with this document. Sir, can you identify the handwriting on this exhibit?

A I am sorry, I can't.

MR. MATHIAS: Off the record for one moment, sir.

(Discussion off the record.)

PRESIDING EXAMINER SCHRUP: Let's have a short recess.

(Brief recess)

PRESIDING EAXMINER SCHRUP: On the record.

By Mr. Mathias:

Q Mr. Malone, I now hand you Commission Exhibits 17-A through 17-U for identification, and ask you to familiarize yourself with this document. Mr. Malone, can you identify this document Commission Exhibit 17-A through U?

A This represents data involving quantities of product sold at wholesale to A&P in the areas outside of the basic Chicago-Calumet, which are covered by the Federal Order regulating the price of milk in the Chicago marketing area.

Q Mr. Malone, what part did you play in the preparation of these papers?

A I attempted to accumulate the data that might be helpful in evaluating the differences in cost that would be involved because of the different marketing order prices, the different prices of distribution systems and the different requirements of delivery.

Q This would be in these areas outside of Chicago-Calumet?

A As fully described. The towns are all described in the working papers.

Q Now in the prior offers we have shown you the offers only included sales to the Chicago-~~Cllumet~~ Calumet area, is that correct, sir

A They included sales in the Chicago-Calumet area which were related to the Federal Marketing Order regulating the handling of milk in Chicago.

Q Now at this point you are calculating the sales and costs that would be involving the serving the rest of the A&P stores in the surrounding area, is that correct, sir?

A We attempted to give due consideration to the differences that would be involved in the cost of the raw product as well as the differences in the distribution methods employed.

Q That is in other areas outside of Chicago-Calumet?

A Yes, sir.

Q From what you have stated, would it be fair to say that this series of documents was either prepared by you or certain portions of it were prepared under your direction for your use?

A I would say so.

Q Calling your attention to Commission Exhibit 17-D which is entitled "Data re A&P pricing areas, gallon containers." I notice that in the eighth column of figures on this page there are various figures included within brackets. Now, do these brackets follow the normal accounting meaning indicating minus figures?

A I would say they show just a negative result.

Q That column is entitled "Borden gross profit per unit," so that would be a negative result insofar as gross profit is concerned, is that right, sir?

A No, I don't think so. I think it is a negative calculation and it doesn't express the interpretation I think you are making of it.

Q I am not interpreting. I am just trying to determine what the brackets mean, Mr. Malone.

A At this stage of the computation I would say it is just an accumulation of figures which in some instances show a plus factor and in others they show a minus factor.

Q So the brackets would indicate a minus factor.

MR. McINERNEY: I object to this line of questioning on the ground that it is obvious from the various exhibits that what this exhibit and the others reflect are estimated costs of something that was not yet in operation, that is the Woodstock plant. In certain cases there are notations that clearly show tha what they did is borrow from what costs were in the other geographical locations such as St. Louis and the result of all this is that these are very hypothetical calculations that ahve nothing to do with actual cost or actual profits, or even possibly projected profits on a scientific basis.

Counsel is assuming that these are actual costs that we are talkin about.

MR. MENHAAS: Your Honor, I have assumed nothing, and I clearly stated that. I am just asking what a bracket means in this calculation.

MR. WENIG: Which he answered.

PRESIDING EXAMINER SCHRUP: Yes, he has answered that a plus or minus factor.

MR. WHITE: That is right.

By Mr. Mathias:

Q Now referring to Commission Exhibit 17-H, this is entitled "Schedule of Net Selling prices to A&P other than Chicago-Calumet ~~Chicago-Calumet~~. Just for clarification this would refer back to your statement that these calculations dealt with areas outside of the Chicago-Calumet area, is that right, sir?

A This schedule I don't think shows any calculation, it just shows the prices which should relate to any kind of schedule that has been made out as to the effective prices. There is no calculation here at all. These are just an indication of prices. I can't tell you what they are, whether they are private label prices or whether they are Borden advertised prices.

PRESIDING EXAMINER SCHRUP: Do the raw milk prices differ between the two areas you are talking about?

THE WITNESS: Yes, sir. I think we had four or five different marketing orders involved in this whole area. So we had to give due consideration to the difference in the minimum price established under the Federal Marketing Order.

By Mr. Mathias:

Q Referring now to Commission Exhibit 17-K for identification, which is entitled "Data re A&P delivery costs." In the first column under "type of delivery medium" there are various titles such as contract hauler, vendor routs, Local 301 or Local 402.

What would be a contract hauler? ~~Wat tyype~~ What type of delivery would this be, sir?

A This would be an independent contractor. In other words, an individual who was in business for himself hauling product.

Q So that in, for instance, the Lockport-Joliet area, which is the first one in the list in area No. 1, there the Borden deliveries would be made through a contractual hauler rather than your own routes?

A That is right. One thing I would like to point out, while we say data re A&P delivery cost, that is purely an identification. This does not mean that this is the delivery cost to an A&P. It is just to tie it in with the subject, that is all. The delivery cost and the type that we have here would be the cost of delivering at wholesale in these particular areas.

Q These would be your estimate of deliveries?

A These would be estimates. We had no factual data. They ~~re~~ are broad estimates at their best. It is an attempt to relate, based upon the good judgment of the person who developed it to what might be the average delivery cost.

Q Then in the Woodstock area which is the next area listed, you have route, Local 301.

A That is right.

Q What would this designation mean?

A That would be a company route operating under the profi- provisions of the union contract with Local 301.

Q The next line after Chesterton, you have type of delivery, vendor." What would you mean by vendor?

A That would be a distributor who purchases milk f.o.b. the dock and distributes it to whatever customer would be involved.

Q What would be the difference between a contract hauler and vendor?

A The contract hauler ~~baskcally~~ basically is one whose main business is hauling product. The vendor is one whose principal business is selling fluid milk to customers, be they retailer or wholesaler, sir.

PRESIDING EXAMINER SCHRUP: Would this be packaged milk?

THE WITNESS: This would be packaged milk, sir.

PRESIDING EXAMINER SCHRUP: What label would that bear?

THE WITNESS: Whatever label was distributing.

PRESIDING EXAMINER SCHRUP: It would bear his label?

THE WITNESS: No, it would be Borden. It would be generally the advertised label.

By Mr. Mathias:

Q Did you sell private label to anyone in the Chicago area?

A No, not to my knowledge.

Q At this stage it would be all Borden label?

A In this particular area these factors would resolve themselves to the Borden label.

Q Now you are referring to the areas included on Commission Exhibit 17-K?

A That is right.

Q Then a contract hauler would be someone hauling the product under contract to Borden and Borden would do the selling function, would that be correct; whereas, the vendor would perform the selling function himself?

A The vendor performs all of the functions subsequent to picking the product up at the dock. The contract hauler has a set price for the performance of the delivery function.

Q That delivery function is done for Borden, is that correct?

A That is right.

Q Now under the next area, area No. 2, the first ~~area~~ area is South Bend, Mischawaka, Elkhart and Goshen. Under the type of delivery for that area you have trailer runs. What would this entail?

A That would be a distribution that is made from a trailer. In other words, a trailer is a large vehicle. Much larger than a wholesale route vehicle, and would be distributing.

Q Would this trailer go directly from the Woodstock or which ever plant it was picking it up from?

A No, in this particular instance, South Bend-Mischawaka-Elkhart-Goshen, it would go from the Hammond plant.

Q The customers would be served directly off the trailer?

A That is right.

Q These trailers would be Borden trailers?

A No, sir.

Q Who would own the trailers?

A Whoever was performing the function. I couldn't tell you that right now.

Q Woujld they be a contract hauler or a vendor? In other words, would they be doing the hauling for Borden or would they be doing the entire selling function on their own?

A Oh, no, they would be doing the hauling for Borden.

Q Now, the only change, as I see below under type of delivery is that in various places there are routes listing other locals like Local 482, or 336, DeKalb local units. I would take it these are Borden's own routes operating under the union contracts, is that right, sir?

A That is right.

Q PRESIDING EXAMINER SCHRUP: Are these union contracts all alike or do they vary?

THE WITNESS: They vary substantially, sir.

By Mr. Mathias:

Q Would these types of delivery encompass all of the types of delivery that Borden was utilizing in these areas at that time?

A I think generally they do.

Q Referring now, sir, to Commission Exhibit 17-L for identification, can you tell me what this document shows?

A It attempts to portray what is the cost involving raw milk cost, container cost, production expense, route delivery expense and other distribution expense in the particular areas described on the schedule.

Q I see that the 8th column across on this page, that is 17-L, is entitled "Quotation for A&P private label." Was this document based on a quotation proposal that you were considering in connection with the A&P private label negotiations?

A I don't recall at what stage this really took place, and I don't know what is the final quotation that was made, but as I indicated before, it is general information ~~that~~ that would allow management to consider the matter.

Q The prices appearing in the column "Quotations for A&P private label" would be a price that was being considered by Borden management at that time?

A I think it is preliminary to the final consummation of it.

Q The date of this document is May 24, 1965, is that correct, sir?

A That is right.

Q Referring again to Commission Exhibit 17-L, sir, in the 7th column across entitled "Type of delivery," I see that behind the various cities mentioned on there there are varying numbers of days delivery, 6-day, 3-day, 5-day. Does this mean that at this period of time there were different numbered days delivery available in these various market areas?

A That is right.

Q So that for instance, in the South Bend-Mishawaka-Elkhart-Goshen area 3-day delivery was being given to customers at that time.

A Yes, sir.

Q Also, behind some of the number of days I see the letter "C". What ~~dis~~ is meant by that, sir?

A I can't recall.

Q Would those be contract haulers by any chance?

A I couldn't say.

Q Where 3-day delivery was mentioned in connection with some of the cities on Commission Exhibit 17-L were 3-day deliveries being made to other customers at this particular point in time?

A I would say that was the market practice. All customers were delivered on the same basis.

Q A&P and others as well?

A That is right.

Q I take it where you are able to cut down the number of days delivery you would try to do it throughout your entire operation, is that correct, sir?

A We had to be competitive in the marketplace.

Q Where there was a cutback in the number of days delivery, was this usually associated with lower price as well, sir?

A I couldn't tell you, sir.

Q What did you mean, then, sir, by you had to be competitive in these areas?

A In areas of small towns your local dealers are the ones who really establish the practice of distribution and the union contract also has provisions for delivery timetables.

Q Even if it did not involve a lower price the customer would prefer a greater number of days delivery, would he not?

MR. WHITE: I object. We are off on a hypothetical situation. He said if there were even such limited deliveries. The witness doesn't recall.

PRESIDING EXAMINER SCHRUP: Does the union contract apply equally well to someone like Borden and individuals?

THE WITNESS: Yes, sir. Generally, they are market contracts. In some cases there might be individual contracts negotiated but generally they were market contracts. Markets are small, little towns.

By Mr. Mathias:

Q Was Commission Exhibit 17 and various subparts shown to A&P to your knowledge?

A I wouldn't know, sir.

Q Was it prepared for showing to A&P or for internal guidance?

A I would say it was prepared for internal guidance.

Q I hand you Commission Exhibit 18-A through P for identification, and ask you to familiarize yourself with this document, sir.

A Yes, sir.

Q What is this document, sir?

A This document is entitled "Price quotation data covering A&P private label fluid milk product in A&P areas 2, 3, 4, 5, and 6."

Q Are you familiar with this document, sir?

A I have seen it before.

Q What part, if any, did you play in its preparation?

A I would say that I was generally exposed to the preparation of this document.

Q Prior to its preparation did you have discussions and conferences with other officials of the central district?

A I would say we discussed it.

Q Do you recall whom you discussed it with, sir?

A All these matters were discussed with Mr. Minkler.

Q Do you recall anyone else being involved?

A No, but I am sure there were.

Q Do you recall whether there was more than one discussion concerning this particular proposal?

A I don't remember sir.

Q What relationship does Commission Exhibit 18 and its various subparts bear to Commission Exhibit 17 and its various subparts?

A I think 18 incorporated some of the figures of the informative data shown in 17.

Q Would it be fair to say, then, that Commission Exhibit 17 was background data upon which at least in part Commission Exhibit 13 ~~was~~ was based?

A I would say it is informative data, I would not say it is background data.

Q It was informative data.

A That is right.

Q Was Commission Exhibit 17 used in the preparation of Commission Exhibit 18?

A I think it had considerations.

Q It was considered?

A Basic contributions that would naturally be included would be the difference in the raw milk price in the areas.

Q This was one of the factors considered in Commission Exhibit 17?

A I think it was one of the main factors which required a different consideration for this area.

Q Commission Exhibit 17 also considered labor differences and delivery differences, did it not, sir?

A Yes, sir.

Q Were those considerations used in the preparation of Commission Exhibit 13 as well, sir?

A To the best of my knowledge, they received consideration.

Q What effect did the proposal as exemplified by Commission Exhibit 18 have on your February 9th offer for the Chicago-

Calumet area?

A I don't know.

Q Do you know whether A&P areas numbers 2 through 6 include the Chicago-Calumet area?

A Basically, it did not.

Q So, then the may 25th offer would be for areas outside the Chicago-Calrmet area, is that correct, sir?

A They would be outside the area covered by the Chicago Marketing Order.

Q . The Chicago Marketing Order covered the area of Chicago-Calumet, included under the order, would that be correct, sir?

A That is correct.

Q Mr. Malone, I now hand you Commission Exhibit 19-A through 19-H for identification. I ask you to familiarize yourself with this document.

MR. WHITE: Your Honor, that is an 8-page typewritten thing. I wonder if we might take a recess of two or three minutes so that Mr. Malone can read it.

PRESIDING EXAMINER SCHRUP: Yes, we will take a short recess.

(Brief recess)

PRESIDING EXAMINER SHRUP: On the record.

You may proceed, Mr. Mathias.

By Mr. Mathias:

Q Can you identify Commission Exhibit 19 with subparts, sir?

A Yes, sir.

Q What is it, sir?

A It is a memorandum for the file which was prepared by me.

Q When was this memorandum prepared, sir?

A It is dated May 26, 1965.

Q Would that be when you prepared it, then, sir?

A Yes, sir.

Q Now, in the first paragraph under the heading "File Memo" on Commission Exhibit 19-A it is stated that "Gordon Tarr accompanied by Joe Malone met with Elmer Schmidt at A&P Chicago offices at 130 p.m."

Would that be on that same date, sir?

A I couldn't tell you.

PRESIDING EXAMINER SCHRUP: It would not be after the date, we know.

By Mr. Mathias:

Q If it were not on the 26th, would it be on the 25th?

A It is on either of the two days.

Q On the date you prepared the memorandum or before?

A No, I prepared the memorandum subsequent to being at A&P.

Q The visit with A&P would have been the same date as the memorandum or the date previously?

A I woujldn't know. All I know is that I prepared this on the 26th.

Q Sir, referring back to Commission Exhibit 19-A which is entitled "Price quotation data covering A&P private label, fluid milk products in A&P areas No. 2 through 6."

Would this be the proposal referred to in the first paragraph on Commission Exhibit 19-A, sir?

A I would say so.

Q The date appearing on that proposal is May 25, is that correct, sir?

A The date on the schedule.

Q That is the date on Commission Exhibit 1 . Why did you prepare this memo, Mr. Malone, that is, Commission Exhibit 19 with subparts?

A I prepared this memorandum so that my superiors would be advised as to what took place at this meeting.

Q Was it your practice, Mr. Malone, to write memoranda concerning important meetings and conferences such as this?

A Yes, sir.

Q What was the purpose of the meeting with A&P which was referred to in your May 25 memorandum, that is, Commission Exhibit 19?

A The main purpose I accompanied Gordon Tarr to visit with Mr. Schmidt was that it was the feeling of management that maybe Mr. Schmidt was not fully cognizant with the economic differences in the markets outside Chicago-Calumet and I would be in a better position to explain these economic factors than Gordon Tarr, whose business was principally selling and taking care of the Account.

Q What was Mr. Tarr's position with the Central District at that time, sir?

A I don't remember what his title was, but he was in the sales phase of our business handling, among other things, the A&P account.

Q Do you recall the meeting which is reported in this memorandum, Mr. Malone?

A Generally, not specifically.

Q Approximately how long did that meeting with Mr. Schmidt last, sir?

A I don't remember.

Q Referring to Commission Exhibit 19-A, the fourth paragraph on that page, you mention a discussion of various items with Mr. Schmidt, one of which is the "cost proof developed in connection with our Wisconsin private label matter."

To what does this refer, sir?

A This refers to the time and motion study that was made in Wisconsin.

Q What would be the document we previously identified as Commission Exhibit 4 with subparts?

A That is right.

Q Was this cost study shown to A&P?

A No, sir.

Q You did discuss, however, the cost proof which was developed in that study, is that correct, sir?

A We were talking in general terms.

Q Just what do you mean in your memorandum where you state you discussed the cost proof developed in connection with that study?

A We outlined to Mr. Schmidt how we proceeded to develop the cost analysis that was involved in the study of distribution at wholesale in Wisconsin.

Q What was the purpose of this discussion, sir?

A I went up there basically to attempt to orient Mr. Schmidt in the ~~economies~~ economics of the fluid milk business.

Q What specific economics of the Wisconsin private label matter had a bearing on your negotiations with A&P in Chicago, sir?

A None.

Q Why would you discuss the cost proof in Wisconsin, then, with Mr. Schmidt on this occasion?

A Only because of the fact it would apprise to Mr. Schmidt of the situations which do occur in various fluid milk markets and in our particular instance that we were able to justify our position.

Q Did your position in Wisconsin involve a lower differential between the private label and the Borden label than the offer you were then proposing to A&P?

A I don't recall.

Q Referring back to Commission Exhibit 4-D, under the last column on that page entitled "Net selling prices in effect at maximum discount level," under the half-gallon Borden label products is listed .291084, and on private label half-gallon is listed .281152. There appears to be approximately a one-cent differential between a half-gallon private label and a Borden label. Was this factor discussed in connection with the Wisconsin cost proof with Mr. Schmidt?

A I don't recall specifically.

Q It may have been?

A I wouldn't know.

PRESIDING EXAMINER SCHRUP: Was this cost justification in Wisconsin applicable to the Chicago area?

THE WITNESS: No, sir.

PRESIDING EXAMINER SCHRUP: Or to the area outside the Chicago area where it is sold to A&P?

THE WITNESS: No, sir. The total elements are dissimilar. By that, I mean the delivery aspects and elements of cost.

PRESIDING EXAMINER SCHRUP: Did you inform Mr. Schmidt of this?

THE WITNESS: Honestly, I don't know to what extent we discussed it. We just touched upon it. It wasn't a big issue. It was just discussion, that is all it was, sir.

By Mr. Mathias:

Q You don't recall whether or not you mentioned any specific price differential in comparing Wisconsin --

A No, sir. This wasn't meant to go into intimate details. It was just a general, you might say, observation. That is all

Q In paragraph 2 on Commission Exhibit 19, Mr. Malone, the last sentence, it states, "Tarr further refers to the private label differentials previously discussed of a half-cent on quarts, one cent on half-gallons, and two cents on gallons."

Now this would be approximately the equivalent of the differential covered by your Wisconsin cost-proof study, would it not, sir?

A Mr. Tarr was referring to the original quotation that was made in the Chicago market. Mr. Tarr had no knowledge and no exposure to the Wisconsin study.

Q Yes, sir, but that isn't the question I asked you. This half-cent per ~~half~~-gallon differential was equivalent to the differential included in your cost-justification study in Wisconsin, was it not, sir?

A I must preface my answer by the fact that the situations in Wisconsin are totally different from the situations in the Chicago area. However, this study that was made there, which has no applicability to Chicago, does approximately disclose that factor.

Q That is all I was trying to get at. In the price differential between the Borden label and private label studied in Wisconsin, it was approximately one-half cent per half gallon.

MR. McINERNEY: I thought the witness said he did not know. Do you have an exhibit which establishes that?

MR. MATHIAS: He has an exhibit before him, sir.

MR. McINERNEY: Could I see that?

MR. MATHIAS: Yes.

I have no further questions on this point.

MR. McINERNEY: The witness did say he did not know what the prices charged in Wisconsin were. Now you have shown him a very complicated spread sheet and you have told him what you think the differential was. I don't see it in the exhibit. It may be there. There are a lot of other figures there that indicate a tremendous difference in the cost in the pricing to which you refer. I just don't think it is fair to have the witness affirm your statement as to what the prices were in Wisconsin.

PRESIDING EXAMINER SCHRUP: Let the witness look at the sheet and then ask your question based on that sheet.

By Mr. Mathias:

Q Mr. Malone, will you look at the net selling price on the half gallon Borden label unit in the Wisconsin study as compared with the net selling price of the private label half gallon?

MR. McINERNEY: May we know the date of that?

MR. MATHIAS: The date appearing in the exhibit is August 1964.

MR. McINERNEY: You are asking the witness about a conversation in May 1965?

MR. MATHIAS: No, I am not asking him about a conversation in May 1965. I am asking him to interpret this document for us which you have stated you can't interpret.

PRESIDING EXAMINER SCHRUP: You may proceed, Mr. Malone. Can you answer the question based on the document before you?

MR. McINERNEY: May we have the question?

PRESIDING EXAMINER SCHRUP: Do you have a question addressed to the witness?

MR. MATHIAS: Would you read the question back?

(Pending question read by the reporter.)

By Mr. Mathias:

Q Have you compared those two figures, Mr. Malone?

A The figures in the Wisconsin -- under the schedule Central Division, Wisconsin Region, Exhibit 3.

Q What would be the net selling price for a half gallon homogenized Borden label milk under this study, sir?

A These are not selling prices. At the maximum discount level. .293084.

Q What was the net selling price at maximum discount level for a half gallon of private label milk, sir?

A .281152.

Q Now, under total cost and expenses in the Wisconsin study, Mr. Malone, what was the total cost and expense involved in a half gallon of Borden label milk?

A .260552.

Q That is .260552, sir?

A Yes.

Q What was the total cost and expense in connection with the half gallon homogenized milk private label?

A .252240.

MR. McINERNEY: The witness is just reading this from the exhibit. I think he has already said he doesn't know what the prices were.

PRESIDING EXAMINER SCHRUP: I understand.

MR. MATHIAS: I would like to note for the record that Mr. McInerney is the one that raised the question as to the understandableness of this document.

MR. McINERNEY: I would like to note an objection to the relevancy to anything that happened years ago in Wisconsin with respect to the Kroger Company and anything which has to do with prices of Borden to A&P in this proceeding.

PRESIDING EXAMINER SCHRUP: I will overrule the objection.

By Mr. Mathias:

Q Referring again to Commission Exhibit 39-[illegible] in the fourth paragraph among the items discussed is included inquiries made previously by the FTC in regard to private label milk. Could you explain for us, if you recall, what inquiries these were?

A I can remember specifically only one. We had a letter from the Federal Trade Commission covering our differential in the State of Iowa of one cent. We answered that to their satisfaction.

Q By a differential in Iowa --

A One cent per point.

Q Is this a differential between private label and Borden label?

A Yes, sir.

Q That was the differential you used some time previous in IOWA?

A That was a differential in effect in a certain section of Iowa.

Q Is that an explanation of the following phrase "and our Iowa data in respect thereto"?

A Yes, sir.

Q Referring back to paragraph 3 on that page, there is some discussion of he half cent differential on quarts and one cent on half gallon. You state that Schmidt expressed his thoughts in regard to such price differentials. Did Mr. Schmidt propose any alternative price differential?

A I don't remember.

Q Now, sir, I would like to refer your attention to Commission Exhibit 19-F and the bottom paragraph on that page.

A Yes, sir.

Q In the last couple of lines in that paragraph on that page it is mentioned, "And that recognition of the competitive situation developed in Wisconsin with the introduction of private label products was important in any evaluation made by A&P." Now, what was meant by "the competitive situation that developed in Wisconsin"?

A We only attempted to point out to Mr. Schmidt that with the introduction of private label pricing in Wsiconsin markets prices became rather confused.

Q What occurred in Wisconsin?

MR. WHITE: Are you asking him what was said at the meeting?

MR. MATHIAS: I am asking him what was the competitive situation that developed in Wisconsin.

THE WITNESS: I can't remember now specifically what actually developed except private label did depress selling prices in certain areas.

By Mr. Mathias:

Q Do you recall how this came about?

A No.

PRESIDING EXAMINER SCHRUP: You mean private label prices depressed --

THE WITNESS: No, the introduction of private label depressed prices.

PRESIDING EXAMINER SCHRUP: The depressment of the prices, did that include the Borden label?

THE WITNESS: That is what it did, it depressed advertised label prices.

PRESIDING EXAMINER SCHRUP: Of other vendors?

THE WITNESS: Yes.

PRESIDING EXAMINER SCHRUP: Besides the Borden?

THE WITNESS: Yes.

By Mr. Mathias:

Q Was that wholesale price or retail price?

A It found its way throughout the entire market structure.

Q After the private label was introduced the prices in the market came down, both wholesale and retail?

A Yes, sir.

Q It was your opinion that this had been caused by the introduction of private label milk?

A No, I made no opinion, sir.

PRESIDING EXAMINER SCHRUP: He just stated what happened.

THE WITNESS: That is all.

MR. WHITE: By retail you mean out-of-store pricing?

THE WITNESS: Out-of-store pricing.

By Mr. Mathias:

Q Do you recall approximately how long before these negotiations that competitive situation had developed in Wisconsin?

A No, sir.

Q Was it within the previous year or the previous two years?

A I couldn't tell you.

Q Do you recall when pivvate label first started to appear in your mid-western markets?

A No, sir.

Q Would it have been in the early 1960s?

A At times there were introduction of a private label but I can't recall when it was.

Q Did you discuss with Mr. Schmidt this depression of prices in Wisconsin that had resulted from the introduction of private label products?

A I had no discussions, sir. All I did was inform Mr. Schmidt of some of the economic factors that occurred.

Q Is fluid milk a sensitive item insofar as prices are concerned?

A I wouldn't know.

Q You have had some 42 years of experience in the dairy business, is that correct, sir?

A That is right.

Q Based on your experience, if one major competitor in the market reduces his price do the others generally follow immediately?

A All I can answer is the fluid milk business is a highly competitive industry.

Q So one competitor is not too likely to allow its competitors to get a price jump on the rest of them, is that correct, sir?

A I would only be making an assumption.

Q But that is your opinion, is it not?

A I did not express an opinion. I expressed an opinion that we are in a highly competitive industry.

Q Did Mr. Schmidt indicate that he was aware of the situation that had developed in Wisconsin?

A No, sir. As I intended to imply previously, Mr. Schmidt just listened. We were not in a discussion conference at that point.

PRESIDING EXAMINER SCHRUP: During your discussion with Mr. Schmidt, did he ask you any questions?

THE WITNESS: Not at this point, sir.

PRESIDING EXAMINER SCHRUP: Did he at a later point?

THE WITNESS: At a later point which I think is covered in a memorandum.

PRESIDING EXAMINER SCHRUP: It is?

THE WITNESS: I think it is.

By Mr. Mathias:

Q Did Borden have routes and plants in the area in which the competitive situation had developed in Wisconsin?

A Yes, sir.

Q Did A&P have stores in Wisconsin?

A Yes, sir.

Q Did they have stores located in the same general areas?

A They had stores located throughout Wisconsin.

Q Mr. Malone, in this last paragraph on page 6 of Commission Exhibit 19-F, it is stated, "Schmidt expressed an interesting factor. He hoped this private label program might be productive of five hundred thousand dollars annually which was the gross annual contribution of approximately ten good-sized stores. In that regard it was stressed that this type of product contribution could only result from the continuance of present out-of-store margins on fluid milk products, and recognition of the competitive situation developed in Wisconsin with the introduction of private label product was important in any evaluation made by A&P."

Now what was Mr. Schmidt's reaction to the mention of the Wisconsin situation in this context?

A I would say that there was no reaction on the part of Elmer Schmidt.

Q In your discussions with Mr. Minkler and others within the Borden Company, had there been any expression of concern over the possibility that A&P might reduce the retail price on priv-private label milk?

A I had no discussions in that regard.

Q Referring on this same page of Commission Exhibit 19-F, to the second full paragraph, the last sentence reads, "Product items were priced generally not in relation to cost but in relation to other competitors and in many cases to a cost appraisal which only recognized out-of-pocket elements of cost."

What did you mean by this, Mr. Malone?

A We were mainly referring to smaller markets in which the competition is small dealers. In the smaller markets we were indicating to Mr. Schmidt that price factors sometimes are not related actually to cost because they don't know their cost and they keep no cost records and they jump all around.

Q Now in the larger market areas such as Chicago, was your price computed in relation to your cost, or was there some competitive element in setting your prices in that market?

A I think in all major markets as well as in secondary markets there is always the matter of competition.

Q Which was more important in ~~getting~~ setting your prices in these markets, the competitive price level or your cost?

A I don't understand the question.

Q In the sentence you said "Product items were priced generally not in relation to cost but in relation to other competitors." What I was trying to find out was whether or not this statement would be true for the metropolitan area of Chicago as well as the little outlying areas.

A I don't know if it would. I was talking particjlarly about the smaller markets.

PRESIDING EXAMINER SCHRUP: Smaller markets means smaller towns.

THE WITNESS: Yes. Biggsville, Illinois, or DeKalb.

By Mr. Mathias:

Q The competitive price ~~ifell~~ level was a factor you took into consideration in setting your prices in any market, is that correct, sir?

A I had nothing to do with the establishment of selling prices.

Q Referring to Commission Exhibit 19-G for identification, page 7 of your memorandum, at the end of the first full paragraph you state, "This brought a general discussion of various producer pay prices and a review of Department of Agriculture data published in the Department's fluid milk reports."

A What page is that, sir?

Q This is on page 7 of the memorandum. Could you tell us what the fluid milk reports are?

A It is a monthly publication by the U.S. Department of Agriculture which lists the pay prices of all the major fluid milk markets throughout the United States.

Q What would be the raw cost?

A Raw cost, either the Market Order or what is the negotiated price in the area.

Q Do they report any other data such as retail price levels in a particular area?

A If I remember right, the fluid milk report not only had producer price but also had indications as to selling prices. This was published by USDA.

Q These reports are reports used in the industry as a guideline, are they, sir?

A I would not say so, sir.

Q You state that you discussed factors related to deficit markets and surplus markets. What do you mean by a deficit market and surplus market, sir?

A A deficit market is where there is not sufficient volume of farm production of milk and therefore request the importation of additional supplies to fill the requirements of the market. A surplus market is where there is more than enough milk produced in the area.

Q That is raw milk again you are discussing?

A Raw milk, yes, sir.

Q In the last paragraph on page 7, on Commission Exhibit 19-G for identification, it is stated, "Schmidt then requested of Tarr that he develop the overall effect of such prices as related to A&P's volume in areas 2, 3, 4, 5, 6 and 7." What does this mean? What did you mean by the overall effect of prices?

A Mr. Schmidt was interested in the fact that the difference, what would be the total difference between the prices that were in effect and the quotation prices.

Q This would be the total difference in the cost to A&P of buying milk under the Borden label or under the private label proposal?

A That is right.

Q In other words, Mr. Schmidt then wanted you to calculate out savings to A&P under the program?

A He did not ask me to calculate the matter. He requested it of Mr. Tarr.

Q This is what he requested Mr. Tarr to calculate?

A Yes,sir.

Q Mr. Malone, you stated it was your practice to write memoranda in connection with meetings and events such as this. Was it your practice to make those memoranda accurate as possible?

A I attempt to, sir.

Q Did you also attempt, sir, to draft these memoranda as soon after the event as possible?

A It was my practice as soon as the information was provided to me or if I was present I made a notation for the file immediately.

Q I hand you Commission Exhibit 20-A through D for identification and ask you to familiarize yourself with this document. This gain, sir, is relatively long document. Maybe we can take a few minutes break.

PRESIDING EXAMINER SCHRUP: All right, let's take a short recess.

(Brief recess)

PRESIDING EXAMINER SCHRUP: Back on the record.

By Mr. Mathias:

Q Mr. Malone, I have handed you Commission Exhibit 20-A through 20-Q for identification. Can you tell us what this document is, sir?

A The document appears to be a schedule showing selling prices, selling price quotations.

Q This would be on private label sales to A&P, sir?

A That is right.

Q Was this document prepared by you or under your direction, sir?

A Some of it was prepared by me and some of it was prepared under my direction.

Q The portions that were not prepared by you were prepared under your direction?

A That is right, sir.

Q Sir, does Commission Exhibit 20 with subparts bear any relationship to Mr. Schmidt's request of Tarr that Borden' develop the overall effect of the private label prices as related to A&P's volume, the calculation of A&P's savings?

A No, sir.

Q What was the purpose of the calculations or tabulations in Commission Exhibit 20?

Q The purpose was to determine price quotations in these various different markets located outside of Chicago which were affected by not only different producer prices but also different delivery considerations.

Q If I may glance at the various pages of this exhibit it appears to ahve been prepared, that is, Commission Exhibit 20, in the latter part of July 1965. Would that be correct, sir?

A It appears that way, yes, sir.

Q Now, referring to Commission Exhibit 20-H, in the lower left-hand corner of this exhibit dated 7-25-65, under the hearing "Average per point decreased cost", there are three items. Number 2 is based on one hundred percent conversion of indicated products. I take it that by this you mean that the decreased cost figures stated above are based on A&P's switching entirely to private label for the products included in these computations? Would that be correct, sir?

A It is based upon that A&P would convert a hundred percent of their purchases to private label.

Q Sir, do these calculations and tabulations relate to the Chicago-Calumet [illegible], again, is it limited only to the outside areas?

A I think ~~each~~ each one specifically states the stores in the areas that were involved.

Q Referring to Commission Exhibit 20-Q for identification, the last two entries in the columns of figures on this page entitled "Borden Gross Profits Per Unit and Borden's Gross Profits Per Quart," could you explain what the difference is in this instance between the gross profit per unit and that per quart?

A Per unit would be the particular size of the container. Per quart would be reducing each container size to a quart basis.

Q So that under the half gallon, under the gross profit per unit you would be referring to the gross profit projected for the half gallon unit?

A That is right.

Q Whereas under per-quart in that same column you would be stating the gross profit per each quart in that half gallon unit?

A On a per-quart basis.

Q I now hand you Commission Exhibit 21-A through U, which has been identified as a proposal delivered to A&P in late July 1965. What relationship does Commission Exhibit 20 with subparts bear to Commission Exhibit 21 with subparts?

A Exhibit [illegible] basically informative data developed so that we would have cognizance of what these economic differences were in each of the markets.

Q So that Commission Exhibit 20 would be basic data you developed in the process of drafting the Commission Exhibit 21?

A It was prepared to advise management as to what these elements disclosed in each of the particular areas.

Q Was this preparatory to the preparation of Commission Exhibit 21? Did it bear some relationship to Commission Exhibit 21?

A All I can say is that all of this data review moved along fairly fast at that time, because of the imminent situation of, you know, finalizing the matter. So some of the data could be very closely associated. For example, the work sheet data is on July 22, ithe price proposals made on July 26.

Q Referring to Commission Exhibit 20-I, and Commissioner Exhibit 21-C, these two pages appear to be identical except for the fact that 20-I is in handwriting.

A Yes, sir.

Q Is that correct, sir?

A That is right. In other words, 20-I was made up to provide the typist with a source material to prepare 21-C.

Q So that there was a direct relationship between Commission Exhibit 20 and Commission Exhibit 21.

A Yes. They are the same.

MR. WHITE: I object to the form of the question.

Exhibit 20 is a multi-page document. We have taken one page and we have shown that all that was was a draft of something from which it was typed. To ask this witness to conclude that all the pages have the same relationship is totally unfair. The documents speak for themselves. Anybody can tell which sheets are pages from which the typist obviously typed the proposal and which aren't. The documents show this. To ask the witness to conclude based on one document that all of them bear the same relationship is totally unfair.

MR. MATHIAS: Your Honor, my question did not presume to state that they all bore the same relationship. I referred to the identical quality of two of the pages to establish that Commission Exhibit 20 did bear relationship to Commission Exhibit 21.

PRESIDING EXAMINER SCHRUP: The witness has exhibited familiarity with both of the documents. I will let him answer the question. Do you understand the question that was asked?

THE WITNESS: Sir, the question that I had interpreted Mr. Mathias asked was the relationship of this handwritten document, which is a government document, with the relationship of this, and I indicated that this was purely a typing result from this document.

PRESIDING EXAMINER SCHRUP: In other words, CXID-20 is a handwritten document. Was that written by you, sir?

THE WITNESS: It was written by me.

PRESIDING EXAMINER SCHRUP: Then you have with you --

THE WITNESS: The typist typed it from the source material.

PRESIDING EXAMINER SCHRUP: CXID-21C was typed from CXID-20-I?

THE WITNESS: That is right. That is all it was. I was not answering anything in relationship to these working schedules.

By, Mr. Mathias:

Q After ~~revising~~ reviewing both Commission Exhibit 20-A and Commission Exhibit 21, what relationship, if any, does Commission Exhibit 20 bear to Commission Exhibit 21, that is, with the various subparts of each?

A Commission Exhibit 20-I, J, K, L, M. N, O and P relate to Commission Exhibit 21-A, B, C, D, E, F, G, H, I, J, K, L, M, N, O, P, Q, R, S, T. ~~And~~ In that one is a direct copy of the other.

Q Now, do the other pages in Commission Exhibit 20 bear any relationship to Commission's Exhibit 20-I through P which you described as bearing a direct relationship to Commission Exhibit 21?

A They represent informative paper developed to aid management to have cognizance of the area volumes and the area of prices.

Q Are the other pages based upon the price proposals appearing in Commission Exhibit 20-I through P, and the Commission

Exhibit 21 series?

A I wouldn't know without examining every one in detail.

Q Now referring again, Mr. Malone, to Commission Exhibit 21 with subparts, this proposal did not include pricing to the Chicago-Calumet area; is that correct, sir?

A That is correct.

Q At this point was the February 9th offer to A&P still the existin offer insofar as the Chicago-Calumet area was concerned?

A I can't recall whether that was the existing schedule at this time.

Q Mr. Malone, I hand you Commission Exhibit 23-A through 23-I for identification. What, if anything, did you have to do with the preparation of Commission Exhibit 23, sir?

A I prepared it, sir.

Q I hand you also Commission Exhibit 24-A through E, and Commission Exhibits 25 through 28, and ask you to familiarize yourself with these documents, sir. What relationship do Commission Exhibits 24-A through E and 25, 26, 27, and 28 bear to Commission Exhibit 23 with subparts?

A I think they are working papers in connection therewith.

Q Did you prepare Commission Exhibits 2[illegible] through 28 also, sir?

A Yes, sir.

Q What is Commission Exhibit 23? What is this document, sir?

A It is a memorandum to answer a question that was raised by our customer.

Q By our customer, do you mean A&P, sir?

A Yes, sir.

Q What was that question, sir?

A That our prices were significantly higher than the prices in effect in the New York market.

Q You mean your Chicago area prices were?

A That is right.

Q What did you do when this question was raised, sir?

A We attempted to reconcile the difference.

Q How did you go about reconciling the difference, sir?

A I went to New York and I studied the many facets that were involved and determined the economic factors that were different between the two markets.

Q How long did you spend in New York studying the New York operation?

A I don't recall. It could have geen five days, six days, something like that.

Q It was for more than one or two days?

A Yes, sir.

Q In your opinion did you make an in-depth study of the New York operation as it compared to the Chicago operation?

A I don't know what you mean by in-depth, sir, but I attempted to satisfy myself as to the factual data that I prepared.

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Q Based on this study of the New York area distribution and your knowledge of the Chicago area distribution, you then prepared Exhibit 23, as well as Commission Exhibits 24 through 28, is that correct, sir?

A That is right.

Q Now, referring to Commission Exhibit 23, was this document shown to A&P ?

A It was prepared principally to review with our customer and to satisfy them as to the equity of our pricing quotation.

PRESIDING EXAMINER SCHRUP: Does that mean you showed it to A&P or not?

THE WITNESS: As far as I am concerned, I don't know whether they ever reviewed it or not.

PRESIDING EXAMINER SHCRUP: Was it handed to them?

THE WITNESS: Mr. Minkler and I, and I think one other, maybe it was Mr. Ferguson, we had an appointment with Mr. Bartels. We were going to review this particular matter because the question was raised by Mr. Bartels. He told us he was very busy, he didn't have much time to see us.

However, Mr. Minkler prevailed on him to spend a little time and Mr. Minkler started to tell Mr. Dartels to the extent what we have done to satisfy our position with the Chicago quotations and Mr. Bartels indicated that he is a very busy man, he didn't have much time, however, Mr. Minkler said, "Please look it over," and I think he left a copy with him. I am not sure.

By Mr. Mathias:

Q Did Mr. Bartels make any statement concerning your position ~~cant~~ that the Chicago price quotations was justified as compared to the New York pricing situation?

A I would say, sir, he did not even review it, he didn't make any statement in my presence.

Q Did Mr Bartels indicate he was interested in such a justification?

A He had raised the question previously. I don't know what his subsequent position was.

Q You don't recall any indication of his continued interest in this question?

A The matter never came to my attention subsequently.

Q Mr. Malone, I did not ask whether he was interested. I asked if he gave any indication of his interest.

A Not while I was there, sir.

Q Did he indicate that he was not interested, sir?

A He made no indication at all at the time I was there, which was a very brief period.

Q Is it possible, Mr. Malone, that Mr. Bartels did make some expression of disinterest at this time but that you just don't recall it?

A I wouldn't know, sir, I'm sorry.

Q This is possible?

A I wouldn't know.

Q When you made the delivery to A&P of this document, did you also turn over Commission Exhibits 24 through 28?

MR. McINERNEY: I object. the witness has said he doesn't recall whether or not the document was delivered.

PRESIDING EXAMINER SCHRUP: Read the question back, please.

(Question read)

PRESIDING EXAMINER SCHRUP: Is that the question that I asked the witness?

MR. MATHIAS: As I recall, Your Honor, the witness stated that it was his belief that the document was left at the A&P office.

MR. McINERNEY: That is not my recollection. I think the transcript indicates that the witness said Mr. Minkler may have left a copy with Mr. Bartels but he doesn't know.

PRESIDING EXAMINER SCHRUP: That may be right, but I don't remember.

MR. MATHIAS: Would the reporter please check the record?

(The reporter read from his notes as requested.)

MR. [illegible]: Could we clarify what it was he thinks he left with him? I don't think it is entirely clear.

MR. MATHIAS: That is what I am trying to get to, whether or not that thought included Commission Exhibits 24 through 23 as well as Commission Exhibit 23.

MR. McINERNEY: I think the tsttimony is that he is not sure whether a copy of the first exhibit was left.

MR. MATHIAS: I think he has answered the question, he is not sure these were included and he previously said he was not sure they were left there. I would like to note for the record all the documents were obtained from the files of the A&P Company.

PRESIDING EXAMINER SCHRUP: Very well, You may proceed.

By Mr. Mathias:

Q Mr. Malone, I hand you Commission Exhibit 29-A through K for identification.

MR. WHITE: I would like to observe for the record that this collective Exhibit 29-A through K, like Exhibit 20, for example, has been chosen to be marked by counsel in a series whereas the documents themselves bear differing dates, there is nothing that shows that they are a single document. In fact, the contrary is indicated by the documents themselves. I just didn't want the record to be left in a situation that simply because Complaint Counsel chose to mark them in a subnumber series that they were a single document.

PRESIDING EXAMINER SCHRUP: They are different documents in the 20 series, not all parts of one document, as I understand it.

MR. MATHIAS: All of them may not be related to each other.

MR. WHITE: That is right. It is not like a single memorandum of which there are eight pages, as we had one earlier that clearly constituted a single document.

By Mr. Mathias:

Q Are you familiar with these various documents, Mr. Malone?

A I don't know what you mean by being familiar, but in looking them over, all they are are scrap working papers that information was put on from time to time and not coralated to anything in particular.

Q Would these working papers either have been prepared by you or under your direction?

A As I look at them they are notations of mine. From time to time if you are trying to make some analysis of things you put down notations, and for what they are worth, the way you use them, it becomes a matter of problem. But they are just working papers, that is all they are.

Q They do bear a relationship to the A&P negotiation, sir?

A It is rough data developed in the course of evaluating all of the things that were finally decided but they have no significant bearing to any one item.

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Q Mr. Malone, I hand you Commission Exhibit 35-A and -B for identification which is a copy of a hand-written memorandum with a typewritten transcription there attached. Mr. White has also provided you with the original of Commission Exhibit 35-A, which is the handwritten memorandum. Would you review these documents, sir?

Mr. Malone, who wrote this memo, the handwritten copy?

A The handwritten copy I wrote, sir.

Q Referring to the typewritten transcription is that an accurate typewritten transcription, sir?

A I would say yes.

Q Mr. Malone, under what circumstances was this memorandum prepared?

A It was just prepared memo for the file on my part in keeping with the policy that I have adopted for many years, keeping the pieces all together, so that I have a running record for the file.

Q Mr. Malone, this memo refers to a visit to Elmer Schmidt by Mr. Tarr. How did you become aware of this visit?

A Mr. Tarr advised my in reporting back to Mr. Winkler of his visit. In other words, when Mr. Tarr would return from a conference with our customer, he would report to Mr. Winkler. Sometimes Winkler would invite me in if he did I made a notation of this. This is what I considered this to be.

Q This memo then is reflecting the report which Mr. Tarr made when he made the visit.

A It is my understanding of what he reported back.

Q I note, Mr. Malone, in the very last line of this memo it is stated "These revisions totalled up to a cost difference compared to the advertised label prices of _____ annually." Do you recall what amount should have gone in the blank?

A No, I don't. At the time Mr. Turr reported back he didn't have that figure. I was never advised subsequently as to what it was.

Q Mr. Malone, I hand you Commission Exhibit ~~26~~ 36-I through -Z(8) for identification. I ask you to familiarize yourself with this document. However, I would like to call your attention to the fact that the notations in handwriting appearing thereon are not from the Borden company and I would like you to ignore those in your review of the document.

HEARING EXAMINER SCHRUP: Let us take a few minutes recess and let him read it.

(A short recess was taken.)

HEARING EXAMINER SCHRUP: On the record.

By Mr. Mathias:

Q Mr. Malone, can you identify Commission Exhibit 36 with subparts?

A I don't recall preparing this document.

Q Is the document familiar to you?

A I think I have seen the document after it was prepared.

Q Referring to Commission Exhibit 35-A and -B, your memo of August 13, 1965, wherein you stated that Mr. Tarr submitted our revised private label quotation to Elmer Schmidt. Would Commission Exhibit 36 with subparts represent that revised quotation?

A I can't tell you, sir, I am sorry.

Q I refer you to Commission Exhibit 36-E where it is shown at the top the date February 9, 1965 and in parentheses, (revised on August 13, 1965). Would this at least be a portion of the revised quotation delivord to Mr. Schmidt by Mr. Tarr?

A I couldn't tell you.

Q I now hand you Commission Exhibit 37-A through -F for identification. Mr. Malone, have you reviewd the document?

A Yes.

Q Are you familiar with this document, sir?

A I am only familiar with the summary sheet.

Q That is Commission Exhibit 37-A?

A That is right.

Q MR. Malone, I notice on the summary sheet under the heading, "Summary of decreased A&P private lable cost", there is a cost listed for each of the areas, 1 through 5 and then there is a total figure of 410,009. Would that be the figure which should go in the last line of your memo, Commission Exhibit 35-A?

A I don't know, I can't recall. I am sorry.

Q Mr. Malone, I now hand you Commission Exhibits 38 and 39 for identification.

A Yes.

Q Can you identify these documents, sir?

A As I indicated before, I can identify the summary sheet.

Q That is Commission Exhibit 38?

A That is right.

Q Do you recall having seen Commission Exhibit 39 previously, that is "Cost differentials A&P vs. Borden label by items."

A I don't recall it specifically but I assume I must have seen it to prepare this.

Q You did prepare Commission Exhibit 38?

A The summary only.

Q That would have been based on a document similar to Commission Exhibit 39, is that correct, sir?

A No, only in total is it similar. This is entirely different

Q The total savings shown in each document?

A That is right.

Q Now, Mr. Malone, I hand you Commission Exhibit 42-A through -E for identification and I ask you to familiarize yourself with this document.

A Yes.

Q Referring to Commission Exhibits 42-A through -D, leaving out the handwritten memo from the desk of J.B. Pentz, the last page, are you familiar with this document, sir?

A I am familiar with A through D, inclusive. I am not familiar with it.

Q What part, if any, did you play in the preparation of Commission Exhibit 42-A through -D?

A As I recall, I prepared it, sir.

Q Why was this document prepared?

A I wanted to acquaint and inform management as to what would be the economic result if we lost A&P business.

Q Why were you concerned with that question at this time.

A It is always a possibility, sir.

Q I note a date appearing on Commission Exhibits 42-B through -D of 8/16/65. This would have been subsequent to your revised offer, proposal, to A&P of August 13. Was there any indication at this time that you might lose the A&P business?

A Not to my knowledge.

Q For whom was this document prepared?

A I prepared it basically as informative data. I was not requested by anybody. It was just my own undertaking.

Q Was it prepared on August 16 as indicated by the second, third, and fourth pages?

A I don't recall, sir.

Q Whose handwriting appears at the bottom right-hand corner of Commission Exhibit 42-A?

A I don't know, sir. It is not mine.

Q What period of the year, approximately, would the 6th period have included.

A The fourth week period, the period ending in June?

Q Your 6th four-week period of the year?

A That is right, sir.

Q So that in your 13-period fiscal year Borden divided it up into 13 equal four-week periods, is that correct?

A Only in Chicago. The rest of the country was on a monthly basis.

Q This would have been your cental district?

A That is right, sir.

Q Referring to Commission Exhibit 42-D, sir, there appears to be a ~~veyr~~ very slight difference beteeen the total A&P sales produced at Woodstock and the total A&P volume. Was there more than one plant providing milk to the A&P stores at this time, sir, or was that some by-products?

A I don't know specifically the date that Woodstock opened. For a while there was some production carried on at Hammond. I can't answer that. Mr. Mathias, in recalling that last answer I search my memory, I think we were running Tripp Avenue. We didn't close down Tripp Avenue exactly 100 percent at the time Woodstock started in motion. I would say there was some production at Tripp Avenue and Woodstock occurring. That would be the difference.

Q Tripp Avenue was your Chicago plant?

A That is right.

Q The total volume you were dealing with then would have been produced either at Woodstock or Tripp Avenue?

A That is right.

Q It appears from the notation here, the very small difference between the total A&P sales produced at Woodstock and the total A&P volume, that the vast majority of it was produced at Woodstock, is that correct?

A The vast majority was.

MR. MATHIAS: In keeping with my promise ---

HEARING EXAMINER SCHRUP: Are you leaving this exhibit or are you returning to it tomorrow?

MR. MATHIAS: I am going to leave it now.

HEARING EXAMINER SCHRUP: I was wondering what is the relationship of CX-ID-42-E to CX-ID-42-A through -D?

MR. WHITE: You anticipated my question.

By Mr. Mathias:

Q Do You know if there is any relationship between Commission Exhibit 42-E and Commission Exhibit 42-A through -D, Mr. Malone?

A I never saw before Commission Exhibit CX ID ~~CS-ID~~-42-E.

HEARING EXAMINER SCHRUP: Who is Mr. Pentz?

THE WITNESS: He was in charge of the companies fluid milk operations in New York City.

MR. [illegible]: I might note for the record, Your Honor, that the figures appearing on Commission Exhibit 42-E are similar to those appearing in handwriting on the bottom of Commission Exhibit 42-A and that all of these pages were supplied to the

Commission together by Mr. Groaves of the Borden Company.

HEARING EXAMINER SCHRUP: We will adjourn until tomorrow morning at 9:30.

(Whereupon, at 5:10 p.m., the hearing recessed, to reconvene for further hearing Thursday, February 10, at 9:30 a.m.)

PROCEEDINGS

HEARING EXAMINER SCHRUP: The hearing will be in order.

You may continue, Mr. Mathias.

Whereupon,

JOSEPH F. MALONE,

called for examination by counsel for the Federal Trade Commission, having been first duly sworn by the Hearing Examiner, testified further as follows:

DIRECT EXAMINATION (resumed)

By Mr. Mathias:

Q Mr. Malone, I hand you a copy of an exhibit identified as Commission Exhibit for Identification 43-A through C, the first page of which is a handwritten memorandum dated 8/18/65 and entitled "Memo, A&P, and the next two pages are a typewritten description thereof.

Will you familiarize yourself with this document, sir?

MR. MATHIAS: Let the record show that the witness has been handed the original of the handwritten memorandum by Mr. Schaefer, counsel for Borden.

THE WITNESS: Yes, sir.

By Mr. Mathias:

Q Mr. Malone, was this memorandum written by you?

A It was, sir.

Q Is the typewritten transcription thereof correct?

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A I would say it conforms.

Q Under what circumstances was this memorandum prepared?

A This memorandum, as I recall it, was prepared after Mr. Tarr being advised in connection therewith and Mr. Minkler having talked to Mr. Bartels. And whether we had a staff meeting or whether it was Mr. Minkler and Tarr and myself attended where Mr. Minkler expounded the subject matter that is included in this memorandum, I can't recall. But the information came from Mr. Minkler.

MR. McINERNEY: I am sorry. I am having a little trouble hearing you.

THE WITNESS: I will talk a little louder; I am sorry.

What I said was that the information came as a result of a meeting held in our office. I don't recall whether we had a staff meeting or whether it was just Mr. Minkler, Mr. Tarr and myself.

By Mr. Mathias:

Q This was the usual procedure in your office, to meet among the staff and discuss important matters such as this?

A The staff or individuals who are involved.

Q Now, was this memorandum prepared in keeping with your practice of making memos in connection with important meetings and conferences?

A That is right, sir.

Q The date of hearing at the top of the memo, 8/18/65, was this the date on which the memorandum was prepared?

A This is the date on which the memorandum was prepared.

Q Do you recall whether or not this memorandum was written shortly after the meeting between Mr. Tarr and Mr. Schmidt and Mr. Minkler and Mr. Bartels that were discussed therein?

A I would say it was and ~~tying in with m~~ was in with my ordinary practice to do so.

MR. McINERNEY: Your Honor, I would just like to clarify that, as to whether the witness knows that the memorandum was prepared shortly after the meetings described in the memorandum or was he saying that it was prepared shortly after his meeting with the people who reported or who advised him about those meetings.

MR. MATHIAS: Your Honor, I think the witness has testified clearly that his recollection is only that his practice was to draw up such memoranda contemporaneously or as soon there after as possible. I think if he has some cross-examination he should save it until then.

HEARING EXAMINER SCHRUP: Very well. Proceed.

By Mr. Mathias:

Q Mr. Malone, I hand you Commission Exhibit 44-A and B for identification which appears to be two pages of handwritten notations dated 8/20/65.

A Yes, sir.

Q Mr. Malone, can you identify the handwriting on these sheets?

A I am sorry, I cannot.

Q Do you recall having participated in a telephone call to Mr. Pentz, in Borden's in New York Headquarters Office in late August 1965, along with Mr. Minkler and Mr. Tarr?

A I can't recall it specifically, sir.

Q Do you recall having participated in such telephone conferences at various times?

A We had telephone conferences with Mr. Pentz and Mr. Archer at various time.

Q Did you hold such conferences during the course of the A&P negotiations?

A Yes; we did.

Q Concerning the A&P negotiations?

A Yes, sir.

Q But you can't recall any specific time when this occurred?

A No, sir. It would be beyond my ability.

Q During the course of such conferences, would this be in the nature of a conference call when all of you were on the phone or would you be just sitting in the room while Mr. Minkler talked?

A It happened both ways, sir.

Q Sometimes you did participate in the conversation?

A The general practice is if it were on the squawk box sir so Mr. Minkler did the discussion and the conversation with our people in New York. We just listened.

Q By the "squawk box", what do you mean?

A You know, the automatic telephone hookup whereby more than one person can listen to the conversation.

Q So all of you in the room could hear what was being said on both ends?

A That is right.

Q On occasion, would you participate in the conversation, as well?

A Only if a direct question was asked.

Q Mr. Malone, I hand you Commission Exhibit 52-A and B.

52-A is a handwritten memorandum dated 8/27/65 entitled "Memo, A&P".

52-B is a typewritten transcription thereof.

Would you examine this document, sir?

A Yes, sir.

Q Who wrote this memorandum, Mr. Malone?

A I beg your pardon?

Q Who wrote this memorandum?

A I did, sir.

Q Why did you write it, sir?

A I wrote it in keeping with my practice, as I explained previously, to keep a record of matters pertaining to any project that we had in motion.

Q Is the typewritten transcription an accurate copy thereof?

A I would say it is.

Q Now, Mr. Malone, in connection with this memorandum, I note that you ~~apparently~~ apparently were not present at the meeting with A&P which is discussed in this memorandum.

Is that correct, sir?

A That is correct.

Q How were you informed of the events of this meeting?

A After Mr. Tarr reported back to Mr. Minkler, ~~this~~ this matter was reviewed.

Q Was reviewed by the staff at Borden?

A Either the ~~staff~~ staff or Mr. Minkler and Mr. Tarr and myself.

Q Now, Mr. Malone, according to this memorandum, in late August 1965, Borden was notified by A&P that a competitor or competitors had submitted offers to A&P which were substantially below that submitted by Borden.

Is that correct, sir?

A That is what the memorandum indicates.

Q Do you have any recollection of this being a fact, sir?

MR. McINERNEY: I would like to object to this line of questioning, Your Honor, on the ground that these memoranda are obviously conversations to which this witness was not a party.

We have had the people on the stand and they have testified, who were actually participants in these conversations, Mr. Minkler and Mr. Tarr.

This memorandum is obviously based on hearsay. I don't think it is even a record kept in the normal course of business. But, even if it were, I think when counsel has had an opportunity to examine the people who actually were the witnesses who participated in those conversations, that he should not be allowed to go back and try to get by this very indirect method some further testimony that they could not give through a witness who couldn't possibly have any personal knowledge of the events.

MR. MATHIAS: Your Honor, I have not asked the witness any questions concerning what transpired at meetings between A&P and Borden officials.

My questions are directed to internal workings within the Borden Company of what mechanics were going on with the Borden Company at this time in their dealings with A&P.

HEARING EXAMINER SCHRUP: May I see the memorandum, please?

MR. MATHIAS: The memoranda I am dealing with are not memoranda of what transpired between a meeting between A&P and Borden but memoranda of discussions within the Borden Company of the status of negotiations between Borden and A&P.

I think they are highly pertinent and well established as business records.

MR. McINERNEY: What counsel is saying is that if the hearsay is put in the memorandum and the memorandum talks about a conversation that Borden officials had with A&P, that he can thereupon go into it on the ground and in the guise that he is asking about conversations within the Borden Company. He is asking about the conversation that is obviously a repetition of hearsay.

HEARING EXAMINER SCHRUP: This memo apparently refers to a conversation between former witness Tarr and Mr. Mr. Elmer Schmidt.

Did you receive this information from Mr. Tarr?

THE WITNESS: The information that is recorded there, sir, is the result of a meeting at which Mr. Tarr covered the matter between he and A&P and Mr. Minkler expressed his opinions. It is second-hand, so far as I am concerned.

All I did is keep a record of it so in chronological order I had a sequence of events.

HEARING EXAMINER SCHRUP: This is a memorandum by you and you attended the meeting?

THE WITNESS: That is right, sir.

MR. McINERNEY: He did not attend the meeting, Your Honor, as to which counsel is trying to elicit information.

THE WITNESS: The meeting I am referring to is one that was at our office.

HEARING EXAMINER SCHRUP: And this is a memorandum of what occurred at the meeting?

THE WITNESS: At our office.

HEARING EXAMINER SCHRUP: At your office?

THE WITNESS: That is right.

MR. McINERNEY: I submit, Your Honor, it is an obvious attempt to smuggle into the record a meeting between Borden officials and A&P officials as to which counsel had ample opportunity to inquire of the direct participants.

MR. MATHIAS: I would like to note again that I have not asked the witness any questions concerning what was said to A&P or what A&P said to them. My questions are strictly based on internal workings of Borden.

HEARING EXAMINER SCHRUP: This memorandum was made, as the witness described, as a result of his attendance at the meeting. On that basis, it will be admitted.

MR. McINERNEY: Is Your Honor admitting the memo into evidence?

HEARING EXAMINER SCHRUP: No; I am sorry.

The objection will be overruled.

I am sorry. This is a deposition hearing. It doesn't go into evidence. When the memorandum is offered, I will then rule on it.

I am now ruling on your objection.

I am going to allow the identification of the memorandum and when it is offered into evidence, then I will hear your objection.

MR. McINERNEY: I don't have any objection to the identification of the memorandum, Your Honor. What I am objecting to is questioning this witness about a conversation that Mr. Tarr and Mr. Schmidt had as to which he did not participate.

MR. MATHIAS: I have asked no such questions.

MR. McINERNEY: If we can proceed on that agreement, I think we can obviate a lot of this discussion.

HEARING EXAMINER SCHRUP: All right. Proceed.

MR. MATHIAS: Would the reporter read my last question to the witness, please?

HEARING EXAMINER SCHRUP: Yes.

(The question was read by the reporter.)

By Mr. Mathias:

I will ask another question.

Mr. Malone, do you recall having been informed that this was the fact?

MR. McINERNEY: I object to that.

Your Honor, whatever the memorandum says and for whatever evidentiary value it has, counsel has it in front of him. What he is trying to do now is to rehash a conversation between Mr. Tarr and Mr. Schmidt through a witness that has no personal knowledge of that conversation after he has already had Mr. Tarr extensively testify.

HEARING EXAMINER SCHRUP: I don't recall Mr. Tarr's testimony but this may corroborate Mr. Tarr's testimony; I don't know. But I am going to allow the question on the basis of what occurred at the meeting which this gentleman attended.

As I read this here --

MR. McINERNEY: You see, the memo, Your Honor, really speaks about what Mr. Schmidt said.

HEARING EXAMINER SCHRUP: If this is the report of Mr. Tarr at a meeting, presumably this is his official duty, to report, and this was attended by the witness, and he is reporting here what was said at the meeting.

Now, Mr. Tarr, as I read this, was repeating what he had talke dabout to Mr. Schmidt.

MR. McINERNEY: Precisely. Mr. Tarr is repeating what Mr. Schmidt allegedly said to him. Mr. Malone is asked to repat --

HEARING EXAMINER SCHRUP: I can't recall Mr. Tarr's testimony. It was some time ago and it was very lengthy. He was probably question about his conversation with Mr. Schmidt.

MR. McINERNEY: My point is really that it is unfair, after he has had an opportunity to examine Mr. Tarr, to go into this in this very indirect manner, asking Mr. Malone to tell us about what Mr. Tarr said about what Mr. Schmidt said to Mr. Tarr on an occasion which isn't really identified in the memo.

HEARING EXAMINER SCHRUP: I think he is entitled to report as a result of his attendance at the meeting what occurred at that meeting. If Mr. Tarr made a statement at that meeting, he can report that the statement was made. Whether Mr. Tarr was telling the truth or not, I don't know.

MR. McINERNEY: The problem is that after we have had the direct testimony that it is going to be impossible for me to cross-examine this witness about what Mr. Schmidt said because he has already told us that he doesn't know what Mr. Schmidt said.

HEARING EXAMINER SCHRUP: All he is reporting here is what Mr. Tarr said, reported what Mr. Schmidt said.

MR. McINERNEY: That is right.

I think this is an indirect way of trying to get into the record something, I don't know what it is exactly, that apparently he wasn't able to get from Mr. Tarr when he examined him.

HEARING EXAMINER SCHRUP: I don't recall that, so I can't say as to that.

Of course, Mr. Tarr testified on direct and you had cross-examination of Mr. Tarr.

Now, I don't remember the entire testimony. That was some time ago.

MR. McINERNEY: I don't, either, Your Honor.

My point is that it is impossible for me to correct any misimpression.

HEARING EXAMINER SCHRUP: I will allow the question. The weight of this is another matter. It has not been offered in evidence as yet until we have the actual hearing. He can testify here as to what occurred at that meeting. This is his report of what occurred at the meeting. Whether Tarr correctly reported what his conversation was with Mr. Schmidt or not, I don't know.

MR. McINERNEY: Even if he did the ultimate here is what Mr. Schmidt said because that is what this memorandum speaks of.

HEARING EXAMINER SCHRUP: I assume that Mr. Schmidt will be a witness in this proceeding.

MR. McINERNEY: Yes, Your Honor.

This is another reason why I don't think it is proper to go into it with another witness.

HEARING EXAMINER SCHRUP: I will let the question and answer stand.

MR. MATHIAS: There has been no answer yet but I will repeat the question.

HEARING EXAMINER SCHRUP: I thought that there was an answer. Very well.

By Mr. Mathias:

Q Mr. Malone, were you informed in your internal discussions with Borden in late August 1965 that a competitor or competitors had submitted offers to A&P which were lower than those proposed to A&P by Borden?

MR. McINERNEY: I won't continue this, Your Honor. I will just note a continuing objection to this line of questioning.

HEARING EXAMINER SCHRUP: Very well.

You may answer.

THE WITNESS: May I see the memorandum?

Are we still talking about this memorandum?

By Mr. Mathias:

Q We are talking about what occurred within the Borden Company.

A All I can say, sir, is that my memorandum speaks for itself. I can't go any further than that.

Q Can you recall that lower offers from competitors were discussed in your internal discussions at the Borden Company?

HEARING EXAMINER SCHRUP: Do you mean other than the meeting as to which this memorandum is a report of?

MR. MATHIAS: At this meeting or any other.

HEARING EXAMINER SCHRUP: That is a broader question. It goes beyond the memorandum.

Mr. Malone, you may answer the question.

THE WITNESS: The question is whether at any time, if I understand your question, sir, if at any time in our discussions or review of the matter that there was any indication that A&P had received bids from other competitors that were lower than the bid offered by Borden?

By Mr. Mathias:

Q Yes; that is correct.

A Yes; there was.

Q Was there any discussion within the Borden Company as to who your competition was for the A&P business?

MR. McINERNEY: I object to that, Your Honor.

HEARING EXAMINER SCHRUP: Overruled.

He may answer.

THE WITNESS: The indication that came to my attention was that there were a couple of bids. As I looked at it and as I recall it, there was an indication that there was a bid from Bowman Dairy Company and one from Wanzer Dairy Company. This is the information that I was informed of. Whether that was true or not, I have no way of knowing because it was just information to me.

By Mr. Mathias:

Q Do you recall what the source of this information was, sir?

A No, sir.

Q At this point in the negotiations, did, you, personally, have any reason to believe that these two competitors might have submitted offers to A&P?

A I had no real reason to believe it. I didn't know what their actions might be. I had no knowledge to know who A&P had asked for quotations from.

Q At this point, what did you and your fellow officials at Borden do?

A What do you mean? "Do" is a big question.

Q When you determined that you had to meet a lower offer from a competitor, what transpired at Borden?

MR. McINERNEY: I object to that. There has been no testimony that he determined that he had to meet a lower offer.

HEARING EXAMINER SCHRUP: The witness has not testified to that. He said, as I recall it, there were some competitor offers, as he understood, that were made by Bowman and Wanzer. He did not state that he had any knowledge as to what the offers were.

MR. McINERNEY: I believe he stated he didn't have any knowledge.

By Mr. Mathias:

Q After you came to this opinion that there were competitor offers lower than that which Borden had offered to A&P, what did you do?

MR. McINERNEY: Objection as to form.

HEARING EXAMINER SCHRUP: I will allow the question.

THE WITNESS: I would say as any normal businessman would do, we reviewed the matter.

By Mr. Mathias:

Q Did you have any idea of what your competitors might have offered?

A No, sir.

Q Did you attempt to determine what such competitive offers might have been?

A No, sir.

Q I hand you Commission Exhibit 54-A and B, which is dated 9/2/65 on Commission Exhibit 54-A and entitled "A&P Private Label Development of Estimated Cost Data and Comparison of Unit Cost with Bid Quotations".

54-B appears to be dated 9/1/65.

Will you familiarize yourself with this document, sir?

MR. MATHIAS: Let the record show that I am handing Mr. Malone the original of this document.

THE WITNESS: Yes, sir.

By Mr. Mathias:

Q Who prepared this document, Mr. Malone?

A I did, sir.

Q What is it, sir?

A It is a compilation of elements of cost, direct costs, that apply to the various items shown on the schedule.

Q What awas the purpose of its preparation?

A The purpose of the preparation was to inform management as to what these cost elements, these estimated cost elements, would be.

Q Are the items appearing thereon, that is, the homo paper half gallons, et cetera, across the various columns, were those the items involved in your negotiations with A&P?

A I can't say, sir, until I can compare it with the quotations. I think they generally represent that.

One item you will notice on there has homo glass gallons.

They were never basically part of the discussions with A&P by Mr. Tarr and Mr. Minkler at that time.

Q Now, the lower portion of this document, in the lower left-hand corner, there are various expenses set apart.

What are those costs, sir?

A Those are indirect items of cost.

Q That would be overhead cost, sir?

A Some of it would be overhead cost. Overhead and burden, generally.

Q Would all indirect and overhead costs be included in that listing or might there have been others, sir?

A I would say we attempted to generally include it.

Q Why were these costs separated out on this computation, Mr. Malone?

A This computation was mainly designed to show what our direct expenses were involved in this matter.

Q Why were you interested in direct expenses at this period, sir?

A Why?

Q Yes.

A Because they are the applicable expenses that you have to consider in a matter of this type.

Q What do you mean "in a matter of this type", sir?

A These are expenses which were incurred and generally relate to the volume being handled.

Q The A&P volume or would this be all volume?

A Basically, this schedule here, if I remember right, is designed to represetnt the private label volume.

Q This would be just -- the upper portion of this computation would be just direct cost related to the private label volume in your proposal to A&P; is that correct?

A Yes, sir.

MR. WHITE: I object to that. I think the witness has previously tesified there was never any cost study with respect to the cost to A&P. Obviously, therefore, whatever is on this exhibit would have to be estimated cost.

HEARING EXAMINER SCHRUP: It may be. I don't know. You can ask that on cross-examination.

MR. McINERNEY: I think counsel's questions seem to assume that there are actual costs.

MR. MATHIAS: He can bring out anything he wants on cross or voir dire.

MR. McINERNEY: I would like to have voir dire, if that is satisfactory to you, as to whether these are estimated cost or actual cost.

MR. MATHIAS: After my question has been answered.

HEARING EXAMINER SCHRUP: The question has been answered.

MR. MATHIAS: He did say yes?

VOIR DIRE EXAMINATION

By Mr. McInerney:

Q Are these actually costs to A&P or are these estimates?

A. As I started to explain to His Honor, I have indicated previously in regard to every cost schedule that these costs are estimated costs. They are not actual costs obtained from any cost accounting element that the company has.

HEARING EXAMINER SCHRUP: How did you come to these estimated costs, so-called? What was your basis for putting those down on this paper?

THE WITNESS: I had review elements of cost that pertained to various functions of our business. Naturally, Your Honor, over a period of time you develop a rapport as to what you believe as a matter of judgment. It is a matter of judgment of the cost accountant.

By Mr. McInerney:

Q Were they directed specifically to A&P, these estimates or were they general estimates of cost in general?

A These are general estimates of cost which would relate to the functions that were involved.

Q So, where it says credit and collection expense, for example, the credit and collection and expense there referred to might be much less in the case of A&P than it would be with respect to other wholesale customers that you had?

A That is right. We never had the situtation where A&P never paid its bill.

Q Therefore, is it fair to say that these cost elements do not relate to A&P?

A As I said, sir, they are based upon the functional activity of distribution of milk at wholesale.

HEARING EXAMINER SCHRUP: I think I understand the witness's answer.

DIRECT EXAMINATION (continued)

By Mr. Mathias:

Q Sir, was there any attempt in making these various computations in dealing with pricing and costs to A&P to tie in the then current sales volume to A&P on the Borden label; in other words, in order to reach an estimate as to what the volume might be under the private label arrangement?

A I just don't understand the question. Just make it more condensed and I might understand it.

Q In your various computations dealing with the A&P proposal, did you consider or did you project the volume that might be involved in your sales to A&P?

A We had basic records which showed the volume of business that we were doing with A&P.

Q You would use this to estimate what business you might do in private label; is that right, sir?

A If there was a 100 per cent conversion.

Q Now, referring to the bottom of the last column in the main portion of Commission Exhibit 54-B, I see the figure $441,494.04 annually.

What did this figure represent, Mr. Malone?

A That figure is the calculation of the weekly amount by 52 weeks.

Q The weekly amount of sales to A&P?

A No; the weekly amount of the difference. The schedule has a line which shows value of difference.

Q This is the difference between what, sir?

A This is the difference between the total direct cost and the private label quotation as shown on the schedule.

Q That was the private label quotation that you had then current with A&P; is that correct, sir?

A I can't recall unless I can check the schedule.

Q I show you Commission Exhibit 37-A through F and ask you if you can identify that figure from the figures contained within this document, sir.

A As I indicated to you previously, this schedule was not prepared by me and the relationship of one to the other, I would be unable to relate what the difference is. The only thing I have testified previously that I did prepare was the summary sheet.

Q For what purpose was this figure of $441,494 and some odd cents calculated, Mr. Malone?

A As I indicated previously, sir, we prepare data to aid management in correctly evaluating the matter at hand.

Q What was the matter at hand you were evaluating at this point, sir?

A A review of the A&P quotation.

Q Why were you reviewing the A&P quotation at this time, sir?

A I wouldn't know other than it was still in motion.

HEARING EXAMINER SCHRUP: Were you requested by anyone to make this compilation?

THE WITNESS: No, sir. The way I performed and operated, I was pretty much like a one-man band. I put together elements which I thought might be important in the consideration by management of the matter.

By Mr. Mathias:

Q Mr. Malone, I hand you Commission Exhibit 55-A through E, the first page of which is a handwritten memorandum entitled "Memo, A&P", and is dated 9/3/65, the last three pages of which is a typewritten transcription thereof.

Would you review this document, sir?

MR. MATHIAS: Let the record show that Mr. Schaefer of Borden counsel has handed the witness the original of the memorandum which is Commission Exhibit 55-A through E.

THE WITNESS: Yes, sir.

By Mr. Mathias:

Q Who wrote Commission Exhibit 55-A and B, Mr. Malone?

A I did, sir.

Q Is the typewritten description an accurate transcription?

A I would say it is relatively correct, without review.

Q Did you glance at it?

A I glanced at it but I didn't read the entire matter.

Q Mr. Malone, referring to this memorandu, do you recall having participated in a conference call with Mr. Pentz and Mr. Archer in early September 1965?

A I think the document shows that.

Q The document refers to a Mr. Minkler and Mr. Faberson; would that be correct?

A F-a-g-e-r-s-o-n.

Q Yourself and Mr. Dugan, as having participated.

A Yes, sir.

Q Reading the second paragraph of this memorandum beginning "Ralph advised", would you refer over that paragraph, sir, and see if it refreshes your recollection concerning Commission Exhibit 54-B?

A I think it refers to 54-B.

Q So that statement, "Ralph advised that Malone had developed basic cost data in regard to the Chicago-Calumet volume", refers then to Commission Exhibit 54-B; is that correct, sir?

A I would say it is the basis of Mr. Minkler's statement.

Q And the $441,000 annually referred to in this paragraph is the $441,000 and some odd dollars and cents appearing on Commission Exhibit 54-B?

MR. McINERNEY: May we ask if the witness has a present recollection or whether he is reading from the memorandum?

HEARING EXAMINER SCHRUP: Yes. You can ask the question.

MR. MATHIAS: I would like my question answered first.

HEARING EXAMINER SCHRUP: All right.

You can use that for cross-examination.

By Mr. Mathias:

Q Is the $441,000 mentioned in the second paragraph of the September 3rd memorandum the figure appearing in Commission Exhibit 54-B at the bottom of the last column?

A I would answer it this way: I would feel that Mr. Minkler was referring to that figure. Whether it was the specific figure or not, I would not know, but I would feel that he was referring to that figure.

Q Do you recall having submitted any other cost data of this nature to Mr. Minkler at this period of time?

A I don't recall.

Q So far asyyou know, Commission Exhibit 54-B was the only cost data you prepared in this period of time to which he may have been referring?

A I didn't say that, sir. I said I didn't know whether I submitted any other cost information.

Q So, you know of none other besides 54-B?

MR. WHITE: He has said twice he doesn't remember. Counsel is now arguing with his own witness.

HEARING EXAMINER SCHRUP: May I see 54-B?

Very well.

Have you a question?

MR. MATHIAS: I thought you were examining the documents.

By Mr. Mathias:

Q Referring to Commission Exhibit 54-B, the handwritten calculation, the column of figures in the lower left-corner entitled "Overhead and Burden Cost", I note that you have two categories ~~catories~~, local advertising and national advertising ~~localising and nationalising.~~

What would be the source of this figure on national advertising ~~nationalising?~~

A The source would be the basic amount of accrured for that activity.

Q Where would you obtain this figure, Mr. Malone?

A From the books and records of the company.

Q This would be on a per unit basis related to your entire production at Woodstock?

A It would be on a unit basis related to the entire volume of sales of Borden advertised brand milk.

MR. WHITE: In the district?

THE WITNESS: In the district; yes.

By Mr. Mathias:

Q In the central district?

A That is right.

Q In the case of the local advertising, what would be the source of this data?

A The local advertising budget.

Q This would be taken from the books and records of the Borden Company?

A That is right.

Q Would that be a district-wide figure applied to the entire central district or would it be applied to a particular plant?

A No; it would be a budgeted figure for the central district.

Q What would be included in the heading "General Sales Overhead", sir?

A I can't tell you specifically but I think the term indicates what it is. It would be home office sales activites.

Q Your accounting office, billing office?

A No; just cost related to the home office sales activities.

Q What sales activities were engaged in by the home office, sir?

A That I cannot recall.

MR. WHITE: By "home office", you mean what?

THE WITNESS: The central district.

By Mr. Mathias:

Q That is the office of the central district of the Borden Company?

A That is right.

HEARING EXAMINER SCHRUP: Is that equivalent to administrative expenses?

THE WITNESS: It could be considered by some as administrative expenses.

By Mr. Mathias:

Q In general terms, what would be included in merchandising expense?

A That generally would include the activities of people in the sales area who develop plans and who make contacts to merchandise the advertised label.

Q This would be your salesmen in the field?

A It would be a salesman or a special person assigned to that activity, whatever that might be.

Q What kind of special person might that be?

A You are promoting all the time. I don't know if you are familiar with the conduct of business that is required to have Mrs. Consumer buy your product. That is the area in which they are engaged. I think you are knowledgeable enough, sir, to know that.

HEARING EXAMINER SCHRUP: It is promotion, isn't it?

THE WITNESS: That is right.

HEARING EXAMINER SCHRUP: To arrange for shop space, put up advertising circulars and things of that nature?

THE WITNESS: That is right.

If you want to prosper in business, you have to do it.

By Mr. Mathias:

Q Would your contact men in the field then be included within the merchandising expense?

A I couldn't tell you, sir. I think this is a lot of nit-picking, to me. I don't think it is relative to the issue. Nevertheless, you are asking me to segregate people and I can't do that. I think these are general categories of costs which are recognized in business.

HEARING EXAMINER SCHRUP: In other words, what you are saying is in preparing this tabulation you did not deviate from generally accepted accounting principles?

THE WITNESS: No, sir. In other words, Your Honor, the categories that I have listed here are the categories to which this element of cost is applied per books.

By Mr. Mathias:

Q Sir, would the salaries of your contact men and your salesmen be included in this overhead expense down below or would any other appear up above this direct expense?

A No, sir.

Q No that? It would not appear in the direct expense?

A It would not appear in the direct expense.

Q In the case of Mr. Tarr, would any of his duties in contacting A&P be included in the direct expense on this document?

A No, sir.

Q Are you familiar with advertising programs conducted by the central division during this period of time, sir, during 1965?

A I don't know what you mean by "familiar".

Q Do you know what types of advertising programs they had?

A I do not recall.

Q Now, referring, Mr. Malone, to Commission Exhibit 55, that is, the handwritten memorandum, why was this document written?

A I think I explained previously a number of times that is my practice, to keep a record of every facet that took place in connection with the project.

Q Now, in connection with Commission Exhibit 54, that is, your computation, was this document prepared for internal guidance purposes?

A Yes, sir.

Q Was it shown to A&P?

A I would not know.

Q As you prepared it, was it intended to be shown to A&P?

A I prepared it, as I indicated to you, sir, for internal purposes, for informative information to management.

Q Now, at the time this memorandum was written in September

1965, had Borden management decided on a new proposal for A&P?

A You are referring to the 9/3 memorandum?

Q Yes, sir.

A I think it speaks for itself. I can't recall anything further than what the memorandum states.

Q Mr. Malone, referring to Exhibit, Commission Exhibit 55 -- I will refer to the typewriter transcription here -- at the top of Commission Exhibit 55-D appears the statement, "Archer wondered what this would do to the Wisconsin price."

Do you recall whether or not Borden was selling to A&P in Wisconsin at that time?

A I cannot recall that, sir.

MR. MATHIAS: Your Honor, I am about to get to a new document. It would be a good time for a five-minute break.

HEARING EXAMINER SCHRUP: Is it a document that the witness will be required to read?

MR. MATHIAS: Yes.

HEARING EXAMINER SCHRUP: Why don't we give it to him so that he can read it.

(A brief recess was taken.

HEARING EXAMINER SCHRUP: You may continue.

By Mr. Mathias:

Q Mr. Malone, are you familiar with Commission Exhibit 56-B through X?

A I am familiar with it to the extent that I have reviewed it here.

Q Did you have anything to do with its preparation, sir?

A The only thing I had to do with its preparation is set up the format.

Q Mr. Malone, I now hand you Commission Exhibit 58-A through B.

58-A is a handwritten memorandum entitled "Memo, A&P", and dated 9/17/65; and 58-B is a typewritten transcription thereof.

MR. SCHAEFER: I will hand the witness the original of the handwritten memorandum.

THE WITNESS: Thank you.

By Mr. Mathias:

Q Did you write this memorandum, Mr. Malone?

A Yes, sir.

Q Is the typewritten transcription thereof accurate, sir?

A I would say it is generally accurate.

Q Why was this memorandum written, sir?

A This was written in the usual course of my practice, as I have explained previously many times.

Q That is, your practice to write memoranda in connection with important meetings?

A In connection with projects generally that were in the mill.

Q How did you become informed of the statements appearing in this memorandum, Mr. Malone?

A I would indicate the result of the meeting with Mr. Minkler and Mr. Tarr.

HEARING EXAMINER SCHRUP: This is the meeting you attended?

THE WITNESS: Yes, sir; internally, sir.

HEARING EXAMINER SCHRUP: Very well.

By Mr. Mathias:

Q Referring back to Commission Exhibit 56-A through C, Mr. Malone, were you informed as to whether or not this proposal was delivered to A&P?

A When you say was I informed, you mean somebody told me that they had delivered it?

Q Yes.

A I don't recall.

Q Mr. Malone. I hand you Commission Exhibit 59 for identification.

MR. WHITE: Here is the original of that document.

THE WITNESS: Thank you, sir.

By Mr. Mathias:

Q Mr. Malone, did you prepare this document?

A Yes, sir.

Q Do you recall under what circumstances this document was prepared?

A I would recall that the schedule that had been developed previously embracing the $820,000 included on our part glass gallon containers as part of the schedule. Our ~~customers~~ customer objected to the inclusion of that item because that was not part of the items that embraced their bid consideration~~s, so,~~ therefore, they wanted it on a comparable basis.

Q By a comparable basis, you mean they wanted you to eliminate glass gallons?

A Eliminate the glass gallons; that is right.

Q Referring back to Commission Exhibit 56-C, I see this Commission exhibit includes glass gallons of homo V.D. milk and two per cent milk.

Was this the proposal to which you were referring in which glass gallons were included?

A Yes.

Q I hand you Commission Exhibit 60-A through H for identification and ask you to familiarize yourself with this document, sir.

A Yes, sir.

Q Are you familiar with this document, sir?

A Yes, sir.

Q What is it, sir?

A It is an attempt to reconcile the revised quotations to A&P with the prices in the previous quotation.

Q What do you mean by reconcile, sir?

A To give effect to the additional -- to the increase in the proposal to A&P.

Q Referring back to Commission Exhibit 59, sir, the item Number 1 appearing on this handwritten notation is "Spread $820,000 without the glass gallons."

Is that what is being done in Commission Exhibit 60 with subparts, sir?

A Yes, sir.

Q Now, Mr. Malone, referring to Commission Exhibit 60-A, in the last column behind the title "Total amount of reduction included in quotation of August 13, 1965 and July 26, 1965", there is a notation "410,009".

Now, the next line is "Remainder, 410,000".

There is then a figure $62,917 added in.

What is the purpose of this last figure, sir, the ~~52,000~~ 62,000?

A That represents, as I recall it, the increase in the market order prices that occurred since the last quotation and which increases in market orders were automatic pass through.

Q This would be increase in your raw cost?

A In the raw cost.

Q This was updating the raw cost to the current raw cost data?

A That is right. But it was not a benefit to A&P. A&P would pay that.

Q They would pay the 62,000?

A That is right.

HEARING EXAMINER SCHRUP: Was the document before you prepared by yourself?

THE WITNESS: Yes, sir.

By Mr. Mathias:

Q Mr. Malone, I hand you Commission Exhibits 61-A through M and 62-A through Z-2.

I would like you to familiarize yourself with both of those documents, sir.

HEARING EXAMINER SCHRUP: Let us take a short recess while the witness examines the documents.

(A brief recess was taken.)

HEARING EXAMINER SCHRUP: Back on the record.

You may continue, Mr. Mathias.

By Mr. Mathias:

Q Mr. Malone, have you reviewed Commission Exhibits 61 and 62 for identification?

A Yes, sir.

Q Can you identify Commission Exhibits 61-A through M?

A Yes, sir.

Q What is this document, sir?

A This document is the basic compilation of the final price offer of Borden.

Q What is Borden to A&P?

A To A&P.

Q Is that final price offer Commission Exhibit 62-A through Z-2?

A Yes, sir.

Q Did you prepare Commission Exhibit 61 with subparts, Mr. Malone?

A Yes, sir.

Q With whom, if anyone, did you confer in its preparation?

A With Mr. Minkler.

Q What was the basis of this offer, Mr. Malone?

A I don't understand the question.

Q In connection with Commission Exhibit 59, you noted that you would spread the $820,000 without the glass gallon items.

A Yes.

Q Is that what was done in this last offer, Mr. Malone?

A Yes, sir.

Q Mr. Malone, did Commission Exhibit 62 cover all of the market areas which had been included in your negotiations in connection with the February offer for the Chicago-Calumet area and the May and July offers for other areas where A&P stores were located?

A I would generally assume so.

Q Referring to Commission Exhibit 61-A and Commission Exhibit 62-A, I note a difference in numbers. 61-A refers only to A&P areas Numbers 2, 3, 4, 5 and 6, whereas the offer you have identified as the final offer, Commission Exhibit 62, lists A&P Zones 1, 2, 3, 4 and 5.

I might also call your attention to Commission Exhibit 61-B where you have listed Areas 1, 2, 3, 4 and 5.

Would this just be an error on the first page of Commission Exhibit 61?

A I think it was a change in the references to the areas upon review, which we corrected.

Q Now, Mr. Malone, you have stated that Commission Exhibit 62 was the final offer that Borden made to A&P.

To your knowledge, was this offer accepted by A&P?

A I don't know, sir.

Q Is it your opinion that it was, sir?

A I don't think I ever expressed the word "final".

Q Mr. Malone, I hand you Commission Exhibit 63-A through D for identification.

63-A and B is a handwritten memorandum entitled "Staff" and dated 9/ 22/65.

63-C and D is a typewritten transcription thereof.

Would you review this memorandum, Mr. Malone, and the typewritten transcription?

I hand you the original as supplied by Borden counsel.

A Thank you.

May I ask one question?

Are we departing from 62-A completely now?

Q We are, at least for the moment.

A Okay.

Before we depart from that, if we don't touch on it, I would like to make a statement.

Q I would like to have you make the statement first, if you would like to.

A While we are referring to the quotation of Borden to A&P, I think 62-A and counterparts include certain considerations that have never been included before and that is that there are delivery concepts and factors of delivery conditions which were just different from the four or five. In other words, it is an attempt between the customer and the supplier to work out the most efficient program possible in the development of a program.

Q Would you read Commission Exhibit 63 now, sir?

A Yes, sir.

Q Would you read the typewritten transcription, as well, Mr. Malone?

Mr. Malone, can you identify Commission Exhibit 63, sir?

A Yes, sir.

Q What is it?

A It is a recital of the report made by Mr. Minkler at a staff meeting of the central division.

Q Did you write this document, sir?

A Yes, sir.

Q Is the typewritten transcription thereof an accurate reproduction, sir?

A Yes, sir.

Q Now, sir, I hand you Commission Exhibit 68 for identification.

Mr. Malone, why was Commission Exhibit 63-A and B written, that is, the memorandum?

A 63?

Q 63-A and B.

Was this in keeping with your practice to write memos?

A That is right.

Q This was your usual practice in connection with such meetings and conferences?

A That is right.

Q In the third paragraph on the first page of your handwritten memorandum, the first long paragraph, there is mention of a letter. Does this refer to the preparation of Commission Exhibit 68, sir?

A That paragraph pertains to the reporting made by Mr. Minkler.

Q What was that report, sir, to your recollection?

A It is exactly as stated here.

Q Do you recall a discussion of that letter, sir?

A Do I recall a discussion of that letter?

Q Yes, sir.

Do you recall a discussion with Mr. Minkler or with Mr.

Tarr?

A This was a report.

This memorandum of mine is a report that was made at the meeting as it was reported by Mr. Minkler.

Q That is Commission Exhibit 63, sir?

A Yes, sir.

Q Now, what I am asking you, sir, is: Do you have any present recollection of a discussion with Mr. Minkler concerning a letter to A&P concerning the availability of price to competitors?

A It might have been generally reviewed but that was outside of my concept of responsibility.

Q Referring to Commission Exhibit 68, did you participate in writing that letter, sir?

A No, sir.

Q Have you seen it before, sir?

A Yes, sir.

Q Did you participate in discussions which led up to its preparation, sir?

A I can't recall. I can't recall the temper of the occasion at all.

HEARING EXAMINER SCHRUP: What does it mean in your memorandum of September ~~24~~ 22, 1965, which is Commission Exhibit for identification 63-C, in the fourth paragraph when you say "talked about letter." What were you referring to there?

#1 ER
fls.

THE WITNESS: This is what Mr. Minkler reported and I would take it that he was reporting that he and whoever he talked with at our customer's location talked about a letter. I just indicated in a sort of static way quickly his report that he made at the staff meeting.

By Mr. Mathias:

Q Mr. Malone, do you recall having been interviewed by Mr. Soeffing and myself in Chicago, Illinois on March 16, 1971?

A If that is the date I did sit down and talk with you on a cooperative basis.

Q Do you recall having stated to myself and Mr. Soeffing on that occasion that the October 1st letter, that is Commission Exhibit 68, was prepared and written by Mr. Minkler and yourself?

A I don't recall that.

MR. McINERNEY: It appears that counsel has been reading from a document. I think if he is going to proceed with that that we are entitled to look at it.

MR. MATHIAS: I am not going to proceed with it, Your Honor. He says he has no recollection.

HEARING EXAMINER SCHRUP: All right.

By Mr. Mathias:

Q On the memorandum you have reported what Mr. Minkler reported at his discussion with you.

A That is right, sir.

HEARING EXAMINER SCHRUP: Let me ask you a question. There is a little ambiguity here. I am reading this staff report that you reported here on September 22, 1965. The statement there is, "Talked about letter." Was that a letter that was in existence at that time?

THE WITNESS: No, sir.

MR. MATHIAS: Your Honor, would the reporter read back the question and answer between you and Mr. Malone?

HEARING EXAMINER SCHRUP: Yes.

(The reporter read from his notes as requested.)

By Mr. Mathias:

Q Mr. Malone, I hand you Commission Exhibit 71-A and B for identification. 71-A is a handwritten memorandum and B is a typewritten transcription thereof.

A Yes, sir.

Q Can you identify this document, Mr. Malone?

A Yes, sir.

Q What is it, sir?

A It is a file memorandum indicating a report by Mr. Tarr.

Q This was prepared on October 14, 1965?

A That is right, sir.

Q Why was it prepared, sir?

A It was prepared in the usual practice of mine to make notations as to events that happen in connection with a project.

Q Were these reports contemporaneously made, made at the time, or shortly after the events that are recorded therein?

MR. McINERNEY: I object to that unless the --

HEARING EXAMINER SCHRUP: I think he has testified to that several times before.

MR. McINERNEY: I am not clear what report he is talking about, whether it is the report made to him or the report he made in his memorandum.

HEARING EXAMINER SCHRUP: He is talking about the time he made the memorandum, as I understand it.

MR. MATHIAS: And the report made to him.

MR. McINERNEY: That is what I object to, the ambiguity.

THE WITNESS: None of these reports were made directly to me. I would participate with Mr. Minkler or the staff at the time the reporting was made.

By Mr. Mathias:

Q You were present at a conference or staff meeting at which a report was made by Mr. Tarr or some other person? Is that the case, Mr. Malone?

A That is right.

Q You were a part of the management staff at Borden at this period of time, were you not?

A Yes, sir.

Q I am not sure in the course of the discussion of the whether or not you answered my question as to whether or not these reports were written at the time or shortly after the reports were made to you or to the staff meeting at which you attended.

A I think I have indicated on numerous occasions that file memoranda were made either at the time the report was made at the meeting or shortly subsequently thereafter.

Q Mr. Malone, now I hand you Commission Exhibit 72-A and B. 72-A is anhandwritten memorandum dated 10-15-65, headed "A&P", and 72-B is a typewritten transcription thereof.

A Yes, sir.

Q Can you identify this document, Mr. Malone?

A Yes, sir.

Q What is it?

A It is a file memorandum prepared by me covering a report by Mr. Tarr.

Q Is the typewritten transcription thereof an accurate one, sir?

A Yes, sir.

Q Why was this memorandum prepared, sir?

A It followed the consistent practice of mine to record data which was in connection with any project.

Q Do you recall, Mr. Malone, as to whether or not in late September or early October ~~1955~~ 1965 a Borden proposal to A&P was accepted by A&P?

A I think the memorandum that we just reviewed indicated that.

Q Do you recall from your own recollection whether or not Borden had a private label proposal accepted by A&P?

A I think my notes state so.

Q I understand that, Mr. Malone. I am not trying to be argumentative. I am trying to establish your present recollection. Do you, independently of ylur notes, recall?

A The only recollection I have, sir, is my notes, and they speak for themselves.

HEARING EXAMINER SCHRUP: The memorandum is dated October 15, 1965. That is practically seven years ago.

By Mr. Mathias:

Q Do you recall, Mr. Malone, approximately when Borden began to serve A&P with private label products?

A No, sir, I don't.

Q Would it have been shortly after this period of time, sir, October 1965?

A I think there was some indication in one of the previous notations of mine which covered that subject. I can't recall.

Q Mr. Malone, in accordance with the various price proposals which have been identified as Commission Exhibits and which you have reviewed in the course of your testimony, the net prices proposed to A&P were to vary monthly in accordance with changes in raw cost, is that correct; sir?

A That is correct.

Q Now, was there any provision for automatic changes in cost as Borden's labor and container costs would increase?

A There were no provisions for automatic changes, but there were understandings as to further discussion or meeting if they were substantial.

Q So, such changes were to be subject to later negotiation; is that right?

A That is right, sir.

Q Did you subsequently experience any ~~inc-eases~~ increases in your labor and container costs after the inception of private label sales to A&P?

A I think we did.

Q Do you recall, sir, whether on alater occasion there were negotiations with A&P concerning increases in labor and container cost?

A Yes, sir.

Q Were there such negotiations, sir?

A There were.

Q Mr. Malone, I hand you Commission Exhibits 76-A and B, 7 77-A through F, and 78 and 79, and ask you to review these documents, sir.

Mr. Examiner, these will probably take him a few minutes. We might have a short break.

HEARING EXAMINER SCHRUP: Very well, we will have a short recess until the witness familiarizes himself with the documents.

(Brief recess)

HEARING EXAMINER SCHRUP: Back on the record.

By Mr. Mathias:

Q Mr. Malone, can you identify Commission Exhibit 76 with subparts and 77 and 78 with subparts?

A Yes, sir.

Q What are these documents?

A The documents represent data in connection with the changes in cost incurred as a result of changed wage contract rates, changes in other wage costs.

Q Were there container cost increases included in these computations as well, sir?

A Yes, sir.

Q Referring to Commission Exhibit 79, can you identify this document?

A Yes, sir.

Q What is it, sir?

A It shows the average increased cost per point covering 1966 union contract changes, 1965 contract changes, increases in Pure-Pak container costs and increase in Social Security taxes.

Q Mr. Malone, who prepared Commission Exhibit 79?

A I did, sir.

Q Who prepared Commission Exhibits 76 through 78 with various subparts?

A The 77-A was prepared by me. The remaining data was prepared by various accounting people under my direction.

Q That was under your direction and control?

A Yes, sir.

Q Is the data in Commission Exhibits 76 through 78 the underlying data for Commission Exhibit 79, sir?

A Yes, sir.

Q Mr. Malone, what was the purpose of Commission Exhibit 79?

A The purpose of Exhibit 79 was to secure an increase in our price to our customer which recognized these changes.

Q That is, secure an increase in your price to A&P?

A That is right.

Q Was this document, Commission Exhibit 79~~, A~~ prepared be shown to A&P or was it prepared for internal purposes?

A It was prepared for both.

Q Are the estimated average increased costs per point listed on Commission Exhibit 79-A applicable to the A&P sales in particular?

A No. We had to take the total increases and relate it to our total volume.

Q Were you instructed by Mr. Minkler to prepare this document?

A No, sir.

Q Why was it prepared then, sir?

A It was prepared in conjunction with the discussions betwen Mr. Gose and myself.

Q Who is Mr. Gose?

A Mr. Gose was then in charge of the Chicago Metropolitan milk operation.

Q His name is spelled G-o-s-e?

A G-o-s-e. Yes, sir.

Q Was this document then prepared at the instance of Mr. Gose, at his request?

A It was prepared at his request, yes.

Q Do you know whether this document was delivered to A&P?

A Actually, as far as delivery per se is concerned, I can't recall but I do know that the document was reviewed with our customer.

Q That is with A&P?

A That is right.

Q Who reviewed the contents of this document with A&P? Who participated in the negotiations?

A Mr. Gose and myself.

Q So you did participate in these negotiations personally?

A Yes, sir.

Q Mr. Malone, I hand you Commission Exhibits 82 through 86 with various subparts and ask you to glance through these documents, sir.

MR. MATHIA: Mr. Examiner, this will obviously take a few minutes. My questions related to them should be very brief. If we could possibly do it before 12:15 I would like to do so.

HEARING EXAMINER SCHRUP: All right.

Off the record.

(Brief recess)

HEARING EXAMINER SCHRUP: On the record.

By Mr. Mathias:

Q Mr. Malone, have you briefly reviewed Commission Exhibits 82 through 86 with various subparts?

A Yes, sir.

Q Can you describe for us in general what these documents are?

A They are working papers prepared by the accounting department and others in conjunction with the increased cost of labor and containers.

Q Were these computations made either by you or under your direction and control?

A They were made under my direction and control.

Q These were prepared in connection with your negotiations with A&P for increases in price based on increased container and labor costs?

A That is correct.

Q What in general was the purpose of these computations, sir?

A To secure an increase in price to cover our increased wage and container costs.

Q In this connection, did they analyze the various cost increases which you had incurred as related to the A&P sales program?

A Who do you mean by "they"?

Q Did these documents?

A I don't understand the question, "Did they analyze?"

Q Was the purpose of these computations to analyze the effect of the increases in labor and container costs as they related to the A&P private label sales?

A It was to develop the increased cost factors.

Q Were these papers or copies strictly for internal use?

A They were working papers in connection with the matter. So they are for internal use.

y None of these were ever shown to A&P then?

A No. They were just rough accounting papers.

Q Mr. Malone, in various of these calculations and working papers there appear certain figures in brackets. Again, are such ~~prackets~~ brackets used in the normal accounting sense of being a negative or minus figure?

A I don't know what the practices are. That is the reason I raised the question before. If you are going to ask specific detailed questions about this material, I would have to review it and it would take me time.

Q I wasn't going to ask you in detail.

A You are asking in detail when you ask me whether the figures in brackets and I don't know what figures you are referring to. There are all kinds of figures involved here. There is a tremendous amount of detail. I am in no position to answer that unless I specifically review everything, and you tell me which brackets you are referring to, and then I am knowledgeable.

Q Outside of these documents, Mr. Malone, with no reference to the documents, under normal accounting procedures do brackets around a figure indicate a minus or a negative figure?

A Yes, but I mean you just can't make a bracket around a figure and say it is negative or positive without knowing what kind of result you are pertaining to. If I add up a column of figures and have bracketed figures and I have positive figures and I come up with a bracketed result, what does that mean? It all depends on the issue that it is pertaining to. I just can't accept that.

MR. MATHIAS: Your Honor, I have no further questions on this series of documents. I think now would be an appropriate time to take a break for lunch.

HEARING EXAMINER SCHRUP: Very well, we will recess until 1:30 this afternoon.

(Whereupon, at 12:15 p.m. the hearing was recessed until 1:30 p.m. the same day.)

AFTERNOON SESSION

1:45 p.m.

HEARING EXAMINER SCHRUP: On the record.

You may continue, Mr. Mathias.

JOSEPH F. MALONE resumed the stand and testified further as follows:

DIRECT EXAMINATION (continued)

By Mr. Mathias:

Q Mr. Malone, I hand you Commission Exhibit for identification 87-A through C. I would like you to familiarize yourself with this document, sir.

Let the record show that I am handing Mr. Malone the original of this document.

Let the record show that this exhibit is a 3-page document containing various computations, the first page of which is entitled "Summary of operating results, sales to Great Atlantic and Pacific Tea Company," dated 6-19-66.

Mr. Malone, can you identify this document?

Qa Yes, sir.

Q Who prepared this document?

A I did, sir.

Q What is it, sir?

A The three documents representing 87-A, B, and C, were developed in an attempt to reconcile our position as to which would be the best course for us to follow. Number one, we had the experience with the A&P private label operation and we wanted to see on a general basis, on a general application of the elements of cost, what our position would be, either lose or gain, and relate that to where we would be if we lose all of the business.

HEARING EXAMINER SCHRUP: All of the A&P business?

THE WITNESS: All of the A&P business, yes.

By Mr. Mathias:

Q Why was this document prepared, Mr. Malone?

A I think it is a very important economic consideration on the part of our company in this regard.

Q At the time this was prepared had you received any response from A&P concerning your request for an increase in prices based on the increase in labor and container costs?

A I can't recall.

Q Were the computations in Commission Exhibit 87-A through C shown to A&P?

A I don't know.

Q Were they prepared to be shown to A&P?

A I did not prepare them for that purpose.

Q Did you prepare them for the purpose of internal guidance for Borden?

a Yes, sir.

Q Your answer was yes?

A Yes.

Q Mr. Malone, at the time that Commission Exhibit 87 was prepared did you feel you were in danger of losing the A&P business?

A No, sir.

Q Mr. Malone, I hand you Commission Exhibits 88-A through F for identification. I ask you if you can identify these documents.

A Just rough working papers with determination of summaries--I don't know what.

Q Would it appear they bore a relationship to the increase in labor costs previously referred to?

A I wouldn't know.

Q Were these work papers prepared by you, Mr. Malone?

A No, sir, except 88-F.

Q Commission Exhibit 88-F was prepared by you?

A That is right.

Q Can you tell by looking at Commission Exhibit 88-F to what that document referred, sir?

A It referred to wage costs. How it was used I don't know.

Q Now I hand you Commission Exhibit 89 for identification and ask you if you can identify this document, sir.

A Yes, sir.

Q What is this document, sir?

A It is just rough working papers in connection with our delivery costs.

Q This was prepared by you, sir?

A Yes, sir.

Q Can you tell under what circumstances this paper was written, sir?

A No, sir.

HEARING EXAMINER SCHRUP: Did you keep files on these papers?

THE WITNESS: I beg your pardon?

HEARING EXAMINER SCHRUP: Did you keep files on these papers? For example, did you have such a thing as an A&P file and put all the papers on A&P in?

THE WITNESS: Yes, sir. I think this is where all the materials came from.

HEARING EXAMINER SCHRUP: You put them in the A&P file or the Borden file? The name in the Borden offices was entitled "A&P File"?

THE WITNESS: I can't tell you exactly what it was titled but it ~~related~~ related directly to the project.

By Mr. Mathias:

Q I hand you Commission Exhibit 90-A through D for identification. Commission Exhibit 90-A and B is a memorandum entitled "File memo, A&P," which appears to be dated 6-29-66, and 90-C through E a typewritten transcription thereof.

A Yes, sir.

Q Have you also read the typewritten transcription,

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Mr. Malone?

A I haven't read it word for word, but I think it is generally the same.

Q Can you identify this document, Mr. Malone?

A Yes, sir.

Q What is it, sir?

A It is a document in relationship to our consideration of securing an increase in the price to our customer to cover increased wage costs.

Q This customer was A&P, sir?

A Yes, sir.

Q Who wrote this document?

A I did, sir.

Q Is the typewritten transcription thereof an accurate one?

A Yes, sir.

Q Why was this document written, sir?

A It represented our discussion with Mr. Pentz and Mr. Comfort in regard to securing a proposed increase, selling price increase.

Q Who was Mr. Comfort?

A Mr. Comfort was an assistant to Mr. Pentz.

Q Were they employed by Borden?

A Yes, sir.

Q And in what office?

A The New York corporate office.

Q Was this memorandum written in keeping with your general practice of writing memoranda concerning such meetings and conferences?

A In regard to, you know, major projects.

Q Under what circumstances was this memorandum written, Mr. Malone?

A What do you mean by circumstances, sir?

Q Did this involve a conference, a personal conference between you and Mr. Pentz and Mr. Comfort, or was it a telephone conversation, or what gave rise to this memorandum?

A I would say it was a telephone conversation.

Q Did anyone else from the Chicago office participate in this conversation, to your knowledge?

A I can't recall.

Q I see in the last paragraph on the second page of Commission Exhibit 90 there is a mention of Ralph. Would that be Ralph Minkler, Mr. Malone?

A Yes, sir.

Q Was he then still in charge of the Chicago area operation?

A I don't know.

Q Referring to the typewritten transcription, Mr. Malone, on the second page thereof, that would be Commission Exhibit 90-D, the first full paragraph there is mention of the opening expense of the Woodstock plant.

A Yes, sir.

Q What is meant by this, sir?

A What was meant is that at the time negotiations were being held with our customer that our Woodstock plant was just in the stages of being opened. Therefore, it was very difficult to try to relate wage cost from one period to the other and operating factors from one period to the other.

Q You also mentioned in the last sentence of that paragraph that your total ~~later~~ labor cost per point had been affected by increased distributor volume. What did you mean by this, sir?

A During the period the company was fortunate enough to secure additional distributor business.

Q You also mentioned that during most of that period A&P volume had decreased. Do you recall what you meant by this statement, Mr. Malone?

o What paragraph is that on?

Q That is in the last part of the last sentence of the same paragraph.

A This could only mean that the volume which we sold to A&P had decreased from the level it was at the time we were negotiating.

Q Mr. Malone, I hand you Commission Exhibit 177-A through C, the first page of which is a letter to Mr. Jack B. Pentz from Ralph R. Minkler dated January 3, 1965, and the last two pages contain a series of figures entitled "All stores sales - a comparison, 1965-1964"

A Yes, sir.

Q Are you familiar with this document, sir, that is, Commission Exhibit 177-A?

A I am knowledgeable of the document.

Q Did you have anything to do with the preparation of Commission Exhibits 177-B and C, which are attached to this letter, sir?

A No, sir.

Q Were you knowledgeable of those documents as well as the letter, sir?

A No. I am only knowledgeable of documents, I knew the company maintained them, that is all.

Q You did not review these documents at the time this letter was mailed?

A Not to my knowledge, sir.

Q Did you at any later period of time?

A I can't recall.

Q What was the result of your discussion with Mr. Pentz and Mr. Comfort which was recorded in the memorandum which has been identified as Commission Exhibit 90-A and B?

A I don't recall any result. It was just a notification, that is all.

Q You were just keeping them informed of developments in the Chicago area?

A That is right.

Q Mr. Malone, I hand you Commission Exhibit 99 and ask you if you can identify this document.

A The document reads, "Points produced, routes at O'Hare and Holland Road."

Q Was this document prepared by you, sir?

A No, sir.

Q Do y9ouknow whether it was prepared at your direction or under your direction and control?

A I think it was prepared under my direction, sir.

Q Would this have been in connection with the increased labor costs during the year 1966?

A I can't say exactly unless I can check it with the working papers.

Q Now, Mr. Malone, I hand you Commission Exhibit 100-A through C and ask you if you can identify this document, sir.

A These are all just scratch working papers data in connection with routes and wage costs, that is all.

Q Were these prepared by you or under your direction and control?

A I would say under my direction and control.

MR. WHITE: I would like to point out for the record that while these have been numbered in series again, again there is no notification by clip or anything else that the documents are a single item. That is true of a number and I am not going to mention the matter each time. I just don't want the impression left that these collective groups of documents are necessarily a single item.

THE WITNESS: I personally don't know where they relate without the reference, without their being tied to anything. I also would like to say I asked for a lot of information, some of which was never used but it found its way into the files.

By Mr. Mathias:

Q Now Mr. Malone, I hand you Exhibit 101-A and B which is a letter to Mr. R. E. Schmidt, dated March 13, 1967, for the signature of Orvill P. Gose. Can you identify this letter, sir?

A I am knowledgeable of it.

Q Did you play any part in its preparation, sir?

A I think I cooperated with Mr. Gose in regard to it.

Q What was the purpose of this letter, sir?

A The purpose of the letter is to secure consideration of our customer in regard to the increased costs that we had.

Q Mr. Malone, I note that this lette iis dated March 13, 1967 and referring to increases in the cost of labor and containers prior to June of 1966.

Now had you contacted A&P in 1966 concerning the prospect of increasing your prices due to these increases in container and labor costs?

A I had not.

Q Do you know whether any other officials of Borden had negotiated with A&P in 1966 - -

A No, sir.

Q Do you know, Mr. Malone, from your conversations with Borden personnel in New York whether there had been any dealings between Borden and A&P in the New York office concerning increases in private label prices on the basis of increased costs?

A I would not know.

Q Why would you be dealing with A&P in March 1967 for price increases based on cost increases which occurred prior to June of 1966?

A Why?

Q Yes. Do you recall why?

A We wanted to recoup our increased costs.

Q Did you not want to recoup them in 1966 when they occurred?

A We wanted to recoup them when we could. This is our approach as is clearly stated in the letter.

Q Had these increased labor and container costs been reflected in Borden's pricing to other customers in the Chicago area?

A I can't recall.

Q Can you recall whether or not there had been any increases in Borden label prices to A&P as a result of the increase in labor and container cost?

A I can't recall.

Q In the last paragraph on page 1 of Commission Exhibit 101 it is stated, "The total of the foregoing labor and container cost increases amounts to .003685 dollars per point sold. As you know, we passed on this increase to our customers purchasing Borden label products, such increase representing the equivalent of .0035 per point."

Does this refresh your memory as to the action of Borden in connection with its pricing on Borden label and these increased costs?

A That is a positive statement by Mr. Gose.

Q So you have no independent recollection of it?

A No, sir.

Q Mr. Malone, I now hand you Commission Exhibit ~~181~~ for identification, which is a memorandum on the letterhead "Executive Department, 350 Madison Avenue, New York, New York" to Mr. Harry L. Archer, and with the signature of Mr. J. B. Pentz, and I ask you if you can identify this document.

Strike the last question.

Mark for identification as Commission Exhibit 181 a memorandum under the letterhead of Borden Company, Executive Department, to Mr. Harry L. Archer, for the signatue of J. P. Pentz, with the initials J.B.P appearing above, subject: A&P Chicago milk prices and the need for adjustment in the current formula to include variable costs in the determination of their price," and dated August 15, 1966.

(The document referred to was marked Commission's Exhibit 181 for identification.)

By Mr. Mathias:

Q Mr. Malone, can you identify this document?

A No, sir.

Q Have you seen it before to your knowledge?

A No, sir.

Q Mr. Malone, would you read Commission Exhibit 181 and see if it would refresh your memory concerning any contacts between Borden and A&P prior to March 1967 concerning this price increase?

A This doesn't refresh my memory at all.

Q Mr. Malone, now I hand you Commission Exhibit 103-A and B. 103-A is an intercompany and office correspondence memorandum to Mr. D. R. Patterson, President, Midwestern Division, the Borden Company, from J. F. Malone, Chicago region, for the signature of J. F. Malone. Attached is a letter dated March 21 1967 to Mr. E. R. Schmidt, for the signature of Orville P. Gose. I ask you to see if you can identify this document, Mr. Malone.

A Yes, sir.

Q What is this document, sir?

A The letter signed by Mr. J. F. Malone to Mr. D. R. Patterson is a letter of transmittal transmitting the correspondence between Mr. Gose and Mr. Schmidt.

Q The letter to Mr. Schmidt from Mr. Gose is a later one than the one we had previously referred to as Commission Exhibit 101 which you had just reviewed, isn't that correct, sir?

A Yes, sir.

Q Did you assist in the preparation of the March 21 latter from Mr. Gose to Mr. Schmidt?

A I cooperated with Mr Gose.

Q What was the purpose of this letter, sir?

A The purpose of the correspondence was to submit in detail economic data in respect to a matter which Mr. Gose was handling with Mr. Schmidt.

Q Now in the very first sentence of that letter on Commission Exhibit 103-B it is stated, "When we visited with you yesterday and discussed further our letter to you under date of March ~~15~~ 13. Do you recall who visited with Mr. Schmidt on the day prior to this letter?

A No, sir.

Q Do you recall whether or not you --

A I was not there.

Q You were not there?

A No.

Q Now, Mr. Malone, I hand you Commission Exhibit 105-A through D for identification, which is a ~~latter~~ letter dated March 30, 1967 to Mr. E. R. Schmidt for the signature of C. P. Gose, with what appears to be his signature above his name, with two enclosures, the first of which is entitled "Schedules showing, by major job classification and type of expense, hourly wage cost increases effective May 1966," the second of which is entitled "Schedule showing comparison of union wage rates by major classifications, May 1966 compared to May 1965," and I ask you if you can identify these documents, sir.

Are you familiar with this document, sir?

A I am familiar with the document.

Q What is it, sir?

A It is further information submitted to our customer in regard to the increase in wage costs.

Q Did you particpate in the preparation of this document, sir?

A Yes, sir.

Q In the first sentence on Commission Exhibit 105-A, there is mention of a request for additional wage cost data made by Mr. Robert Wistzke. Who was Mr. Witzke, sir?

A To the best of my knowledge he was employed by the Great Atlantic & Pacific Tea Company.

Q Did he participate in any conferences between A&P and Borden at which you were present, sir?

A No, sir.

Q Mr. Malone, I hand you Commission Exhibit 105-A through for identification, and ask you if you can identify this ~~do~~ document, sir.

A Yes, sir.

Q What is this document, sir?

A This is a memorandum in regard to further consultation in regard to the considered increase in selling price due to increased costs.

Q Was this memorandum prepared by you, sir?

A Yes, sir.

Q Was this again in keeping with your custom of preparing memoranda in connection with meetings and conferences of this type?

A In consideration of major projects.

Q You were present at the conference which is the subject of this memorandum, were you not, sir?

A I was, sir.

Q Were did this conference take place, sir?

A At the office of the Great Atlantic & Pacific Tea Company.

Q What was the purpose of this conference, sir?

A To secure approval of price increase covering increased costs.

Q Now, Mr. Malone, I hand you Commission Exhibit 107-A through D for identification and ask you if you can identify this document, sir.

A Yes, sir.

Q What is it, sir?

A These are just working papers in connection with our computation of increased costs incurred by Bordan.

Q Can you tell, sir, whether or not these are related to the

1966 increases in cost or a later increase in cost?

A Not unless I have the overall covering document, I can't.

Q I do note therein the second paragraph on page 107-A there is mention of a per-hour rate of 5-1-66. Would that be some indication that this was related to the '66 wage increase?

A I couldn't tell you, sir.

Q Was this document prepared by you, sir, that is, Commission Exhibit 107?

A Yes, sir.

I would think when submitting documents to the witness for review and examination and the request for an answer that the working papers and the documents relating to a specific end result ought to be coordinated. I think it is highly unjust to a witness to get a lot of loose end working papers and be asked questions about them.

Q Mr. Malone, I am sorry, but I have to take these documents as I received them from Borden and try to put them together into a file. I have not had them identified for me as to which document they relate. That is why I am asking you, sir. I am sorry if it seems impertinent or difficult for you, but I have no choice. I am given the documents in this form. This is the only way I have to determine to which papers they relate.

A Well, I expressed my statement.

HEARING EXAMINER SCHRUP: I don't know who is criticizing, Borden or Complaint Counsel.

By Mr. Mathias:

Q Mr. Malone, I hand you Commission Exhibits 110-A through D for identification. Commission Exhibits 110-C and D are a typewritten transcription thereof. I ask you to familiarize yourself with this document. I will hand you the original.

A Thank you, sir.

Q Can you identify this document, sir?

A Yes. It is a memorandum written by me.

Q Under what circumstances, sir?

A In connection with the negotiation being carried on between Mr. Gose with the Great Atlantic & Pacific Tea Company.

Q Is that for the increase in retail price we have been discussing?

A That is right.

MR. WHITE: Increase in retail prices?

MR. MATHIAS: Correction. Increase in private label price as a result of container and labor costs we have been discussing.

Mr. Mathias:

Q Is that right, sir?

A That is right.

Q Why was this memorandum written, Mr. Malone?

A It was written to -- all of my practice as I have indicated all the way through this hearing, was to record the facts as they progress chronologically.

Q Mr. Malone, this memorandum refers to a meeting with Mr. Bartels.

A Yes, sir.

Q Were you present at that meeting, sir?

A No, sir.

Q How were you informed of the events?

A Mr. Gose called me on the telephone.

Q This was in keeping with Borden's normal procedure to keep its staff informed of developments?

A We just felt it was our responsibility, I guess, that is all.

Q Is the typewritten transcription of this memoranda an accurate one, sir?

A I guess it is generally correct.

Q Mr. Malone, I now hand you a copy of Commission Exhibit 111 which is a copy of a letter to Mr. J. P. Pentz from D. R. Patterson, signed ~~Dade~~ Dave, and dated April 5, 1967.

I ask you if you are familiar with this document.

A No, sir.

Q Mr. Malone, I hand you Commission Exhibit 116-A through L for identification. This is a letter dated May 9, 1967, to Mr. E. R. Schmidt with a signature of O. P. Gose, with enclosures. I ask you if you can identify this document, sir.

A Yes, sir.

Q Can you identify this document, sir?

A Yes, sir.

Q What is the letter?

A It is a letter from Mr. Gose to Mr. Schmidt of the Great Atlantic & Pacific Tea Company keeping him acquainted with the changes involved in the consummation of the union contracts.

Q Mr. Malone, did you assist in the preparation of this letter?

A I think I did.

Q Does this letter concern itself with a different increase in cost than those we were discussing which arose in 1966?

A I think it did.

Q This was a later negotiation with A&P for an increase in private label pricing?

A That is correct.

Q Now, Mr. Malone, I hand you Commission Exhibits 108 and 109, 112, 113, 114, 115, 117, 118, and 119 with various subparts. I will ask you to generally familiarize yourself with these documents. I don't have many questions to ask about them but I just want to identify them.

Maybe we can take a few minutes break if you need it.

HEARING EXAMINER SCHROP: All right, we will take a short recess.

MR. WHITE: Did he see these over the lunch time?

THE WITNESS: I have reviewed them. Basically, the exhibits represent copies of our payroll records covering the employees of the Chicago milk operation.

By Mr. Mathias:

Q There are also work papers included too, sir. Would these documents be documents prepared in connection with your negotiations over this later wage increase?

A Well, they are not prepared. They are copies of the payroll records which we used in regard to the computation of the increase.

Q This was background information that you used in connection with this later negotiation, is that right, sir?

A That is correct.

Q Would this data have either been prepared by you or compiled and gathered together at your direction?

A Yes, sir.

MR. COX: Mr. Mathias, what is 117? It is not listed on the list of exhibits that you have given us. We don't seem to have a copy of the exhibit.

MR. MATHIAS: Excuse me. For the record there ws no Exhibit 117. I was in error when I mentioned Commission Exhibit 117.

Your Honor, could we have about a 5-minute break. We are near the end of our examination of this witness. We have a few more questions.

HEARING EXAMINER SCHRUP: Do you expect to conclude

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particular change other than maybe mechanization of the process

Q You had nothing to do with the billing procedure?

A No, sir.

Q Mr. Malone, early yesterday morning when we were discussing your background and experience you mentioned that you had conducted only two cost studies in which time and motion studies were included. Did you from time to time during your employment with Borden conduct other cost studies concerning the cost of delivery and service on your ~~Breden~~ Borden routes?

A I would imagine from time to time there was analytical review made of elements of cost, but time and motion studies of the kind that I have referred to early yesterday moring were entirely different.

Q These would be what, full blown cost studies?

A That is right.

Q Others would be --

A Just analytical review.

Q Did you conduct this type of review quite frequently during your employment with Borden?

A I don't know what you mean by quite frequently, sir. Quite frequently to me would mean every day, every week, every month. Any studies that I had to do would be dependent upon the issue that was involved. It was not a recurring matter.

Q If a particular problem arose in your sales or your routes, then you would be called upon to study the situation?

A If a matter was assigned to me.

Q I think one of your duties was controller of the central district during the course of your employ with Borden, was it not, sir?

A That is right.

Q Would a major portion of your concern in that position deal with the costs of Borden in its various operations?

A It would ~~oeal~~ deal with the overall results that revolved from the records of sales, cost of sales, and the bottom line.

Q What do you mean by the bottom line?

A Profit.

Q This is the point where the sales turn to a profit level, is that what you mean, sir?

A This is the name of the game. This is what you are in business for.

MR. MATHIAS: No further direct, Your Honor.

HEARING EXAMINER SCHRUP: You may cross-examine.

CROSS EXAMINATION

By Mr. White:

Q Mr. Malone, you stated during your direct examination that during the period 1964 and subsequent thereto you were a vice-president in charge of government controls or regulations. Is that correct?

A That is right, sir.

Q Was this a corporate officer position with Borden?

A No, sir. It was a division or district position.

Q Were you at any time during your 42 years with Borden ever an officer of the corporation?

A No, sir.

Q Mr. Malone, there has been a lot of discussion for the last two days about cost accounting, and a review of your background. During the period 1964 until the end of your employment with Borden did Borden regularly keep, with respect to the Chicago Metropolitan area, cost accounting records on a product and container size basis?

A No, sir.

Q Did Borden during this period of time with respect to the Chicago Metropolitan area keep such cost accounting information by customer?

A No, sir.

Q Cost accounting, as I understand it, involves among other things the problem of the allocation of joint costs?

A That is right.

Q And the allocation of indirect costs?

A That is right.

Q In the accounting profession is there more than one recognized procedure for assigning joint costs or allocating indirect costs?

A There are various approaches to the problem.

Q In your opinion has the accounting profession developed a single approved method of cost accounting?

A I would say no.

Q During your direct examination you were shown a great many working papers. For example, Commission Exhibits 13, 17, 20, 54, with various subparts. Did any of these documents represent on your part a detailed cost accounting approach?

A No. They represented a general approach to the problem.

Q As a matter of fact, isn't it true that Borden's accounting records are such that the cost figures that you have readily available to you are on broad product classification? In other words, milk and milk by-products, for example, on the one hand?

A Yes, sir.

Q Isn't it also true that the records that are regularly kept by Borden with respect to expenses are kept in broad categories such as the cost of wholesale delivery or the cost of retail delivery or sales expense, gross figures?

A Basically, the fundamental material available from the Borden records is in total dollars covering the operation not separated at all between whether it is retail, wholesle or bulk wholesale.

Q So that in a cost accounting approach one of the first steps would be to try to allocate those costs by function in a definitive way and by the customer who receives that function, if you were to follow a cost analysis, is that correct?

A If you were doing it in a very detailed scientific way that is correct.

Q During 1965 when you were using the general figures that were available to you, what is your best memory as to ~~wheeher~~ whether or not the Woodstock plant had been in operation for any extended period of time?

A I can't recall how long it had been in operation.

Q Was this generally, however, during its earlier period of operation?

A Yes, sir.

Q Did Borden experience any difficulties in the operation of the Woodstock plant during the early period?

A I think it had the normal setup difficulties thare are related to a new plant, especially one that is fully automated as Woodtock was.

Q In one of these exhibits that counsel went over with you yesterday there was, for example, reference to the Irving Park Branch. Do you recall that, sir?

A Yes, sir.

Q Was the Irving Park Branch in continuous oepration from that point on until the time you left the employ of Borden?

A No, the Irving Park plant had been closed and operations ceased at that point, sometime before I terminated my position with Borden.

Q During the course of your direct examination today a good deal of time has been spent on the question of the increases in wage costs subsequent to the time when Borden began to supply private label to A&P in the Chicago area. For example, I believe you identified and discussed to some extent Commission Exhibit 79. Mr. Malone, were the costs reflected on Exhibit 79 and the similar calculations you reviewed direct costs easily identifiable with A&P?

A No, sir.

Q So that these calculations necessarily involved an allocation of costs shared by ~~bmore~~ more than one customer?

A Yes.

Q And with respect to different products?

A Yes, sir.

Q Is it your opinion that the development and allocation of the costs represented by Commission Exhibit 79 and the similar data that you has reviewed is the only possible cost accounting basis for the assignment of those figures?

A Yes, sir, it is my opinion that it is the only assignable way.

Q There would be no other manner in which, under other accepted cost accounting princples, that they could be assigned?

A I could indicate that through proper analysis of each route a result could be obtained.

Q And that might give a different result than the one that is shown, for example, on Commission Exhibit 79.

A It could very well.

Q Now, the contemplated private label program with A&P involved, as I think you have pointed out, some different method of delivery and sale than was then being used with respect to that customer in the Chicago area, is that correct?

A I didn't get the question.

HEARING EXAMINER SCHRUP: Read the question back, please.

(Question read)

THE WITNESS: That is right.

By Mr. White:

Q So that at the time you were preparing many of the informative schedules that you prepared for management you did not have available to you a situation from which you could make a cost analysis based on the kind of service you were actually going to give A&P in the future, is that correct?

A That is right.

Q Mr. Malone, how many times did you meet with any representative of A&P concerning the private label program prior to the time that Borden actually began to supply a private label to A&P?

A I met with A&P personnel at the time I visited with Mr. Schmidt and I met with A&P personnel at the time we visited with A&P personnel covering the reconciliation of the differences in cost between the New York and the Chicago market.

Q In other words, you met with them twice during that period.

A That is right, sir.

Q I believe you testified yesterday that Commission Exhibit 19-A through H for identification was a memorandum covering the first of those visits?

A That is right, sir.

Q I direct you attention to the sixth page of that memorandum which is Commission Exhibit 19-F, and particularly to the last paragraph on that page which commences with the sentence, "Schmidt expressed an interest factor -- he hoped this private label program might be productive of $500,000 annually, which was the gross annual contribution of approximately ten good sized stores."

During your direct examination you were asked a question about a subsequent sentence in that paragraph insofar as what you recalled had happened in Wisconsin. Will you please tell the Hearing Examiner now to the best of your recollection what was said at the meeting with Mr. Schmidt that is reported in that paragraph?

A To the best of my recollettion after Mr. Schmidt had indicated this computation and recognizing the fact my whole visit was tied into an attempt to provide some sort of -- call it education, if you will, as to our business, I indicated to him that what he was looking at basically was tied to the current out-of-store price, and that some of the exposure I have had recently in Wisconsin in regard to private label milk pointed out that that might not be the case, so that I didn't want him to assume in any way that $500,000 based upon current selling prices by A&P might hold up.

Q Mr. Malone, what was your purpose in pointing this out to him?

A My purpose in pointing this out to him was two-fold. Number one, I think like the rest of us in Borden we had great pride in our own product. It was possible to negate that private label concept. We felt this was a good approach to the problem. Secondly, I wanted to make sure that in no instance did he believe he was guaranteed this sort of gross margin contribution.

Q So that in part you were trying to do a little negative selling against the private label program?

A Yes, sir.

Q On the other you want to make sure he didn't go away with any concept that any sort of an amount had been guaranteed to him?

A That is right.

Q Now, the second meeting I think you referred to was with Mr. Bartels.

A Mr. Minkler had an appointment with Mr. Bartels.

MR. WHITE: Mr. Hearing Examiner, what designation does the Hearing ~~Hearing~~ Examiner prefer that Borden use with respect to exhibits?

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that Borden offered were higher than Kroger was enjoying at that time.

Q Who was supplying Kroger at that time?

A Bowman Dairy Company.

This was in the Chicago Metropolitan area?

A That is correct, sir.

Q Can you recall another instance where it was reported to you that Borden ~~selected~~ solicited another store customer in the Chicago Metropolitan area at prices similar to the private label prices that Borden was charging A&P?

A Yes, sir.

Q Who was this that reported?

A Consolidated Foods Corporation.

Q Who reported this to you, Mr. Malone?

A Mr. Gose.

Q And the customer was Consolidated Foods?

A Yes, sir.

Q Again using the point in time of the commencement of the service of private label to A&P as a point of reference, was this subsequent to that?

A It was subsequent to the Kroger approach.

Q It was subsequent to the Kroger approach?

A Yes.

HEARING EXAMINER SCHRUP: You used the term "similar" What do you mean by that?

MR. WHITE: I am using the words out of the complaint.

HEARING EXAMINER SCHRUP: You answered yes, similar. Were the exact prices quoted to you that were being used?

THE WITNESS: I can't recall the exact prices, but it was similar, you know, generally close.

MR. WHITE: I derive my language from the complaint, Your Honor. That is the charge.

HEARING EXAMINER SCHRUP: Very well.

By Mr. White:

Q Aside from Kroger and Consolidated Foods, was it brought to your attention that similar offers were made to any other customers?

A The National Tea Company.

Q Who was the supplier of National Tea Company?

A Hawthorne Melody Dairy.

Q This again was in the Chicago Metropolitan area?

A Yes, sir.

Q What, if anything, were you told about the success of Borden's attempt to secure the National Tea business?

A We weren't successful.

Q Was there any other customer, Mr. Malone, that was reported to you that an offer of this type was made to?

A These are the three I can distinctly remember.

Q Mr. Malone, before, during, or after the negotiations with A&P concerning private label did you ever discuss with any representative of A&P the price at which A&P was going to sell milk out of store?

A No, sir.

Q Did you ever discuss during that period of time with any representative of A&P what they were selling milk out of store for?

A No, sir.

Q And by milk, I am including milk byproducts. Is the answer the same?

A Yes.

Q During that period of time, namely, before, during, and after the negotiations on the private label for A&P, were you ever present when any representative of Borden discussed with A&P the price at which A&P was selling milk or milk products or the price it intended to sell milk or milk products out of store?

A No, sir.

Q Did any representative of A&P directly to you or in your presence discuss the price at which A&P intended to sell milk and milk products out of store, or was actually selling such products out of store?

A No, sir.

Q Were you ever present when an agreement was intered into between Borden and A&P concerning the price level at which a A&P would sell private label milk products out of store?

A No, sir.

Q Mr. Malone, my last series of questions has related to basically the private label product. Did you ever discuss with A&P at any time the price at which A&P was going to sell or was selling Borden label products out of store?

A No, sir.

MR. WHITE: That is all, Your Honor.

HEARING EXAMINER SCHRUP: Off the record.

(Discussion off the record.)

HEARING EXAMINER SCHRUP: Before you start your cross-examination, Mr. McInerney, let's take a short recess. The witness has been on the stand for some time.

BEST COPY AVAILABLE

HEARING EXAMINER SCHRUP: On the record.

gl MR. MC INERNEY: Before we commence our cross-examination, I would like to note briefly, as you know, it is A & P's position that this deposition is premature until we receive discovery from the Federal Trade Commission and from Borden which we have not yet received.

I understand Your Honor has overruled that objection. So we will proceed with our examination with that reservation.

HEARING EXAMINER SCHRUP: You may proceed.

MR. MATHIAS: I would like the record to note at this point, Mr. Examiner, that Complaint Counsel in keeping with his statement at the last pre-trial on January 12, has made its records available and open to Respondent A & P, and Respondent Counsel for A & P has reviewed our files, and we are in the process of making copies of certain requested documents available to A & P.

HEARING EXAMINER SCHRUP: The record will so show.

You may proceed, Mr. McInerney.

MR. MC INERNEY: In the course of Mr. Malone's direct examination there was reference to an interview report which I would like to request that Commission Counsel turn over directly to us for purposes of cross-examination.

HEARING EXAMINER SCHRUP: I will have to look at the report.

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conferences with other people in Borden to which these memos refer?

A In some cases, yes, maybe, but others, no. I think in the cases where I was asked direct questions as to that, if I answered it in the positive, that meant that I had some recollection. I don't recall what instances they would be, but generally after seven years, I can assure you, sir, it is very difficult to have complete, you know, personal knowledge of what took place.

Q I understand that. I was simply trying to clarify for the record whether you were repeating something from a piece of paper in front of you or whether you were giving us your present recollection of events.

A When I answered on the direct any positive factor, I was answering due to my recollection of what took place.

Q I believe you told us that none of the documents you have seen in the past two days here, in the time period we are discussing, related to any actual cost study of supplying A & P with private label milk in the Chicago area, is that correct?

A By cost study, you mean a sophisticated cost study which would go into the factor of, maybe, time, motion, and everything else that would be involved?

Q Yes, sir.

A Yes, sir.

Q ~~Alsi~~ Also, I mean a study directed specifically to the cost of doing business with A & P as distinguished from other wholesale customers.

A That is right.

Q In other words, there were no such study on the basis of which these documents were prepared?

A No.

Q Directing your attention to Exhibit 13 which you have before you, I note that in various places you have used the language "estimated savings," "estimated adjustment," "estimated adjusted store wholesale profit per month," "estimated operating profit," and so on.

Looking, for example, at Exhibit 13-N, I note that there is a footnote with respect to container cost reads, "Same as St. Louis proposal," and there is a footnote with respect to production expense that reads, "Same as New York." Does that mean that in estimating these costs you used figures derived from St. Louis and from New York respectively?

A That was because of the fact that the Woodstock Plant was in the ~~offering~~ offing, that any data that I had here in Chicago really had no applicability. So these elements appeared to be more reasonable to use in the estimated development of the data and past history.

Q So you used the figures that were used in quoting prices in St. Louis with respect to container cost and the figures with respect to New York with respect to production expense?

A That is right, sir.

Q In making this study and similar studies such as the study that is reflected in Exhibit 17, you did not have sufficient experience with the Woodstock Plant on which to base any cost estimates with respect to what that plant might produce by way of efficiencies and so on?

A That is right, sir.

Q Now, in Exhibit 17, and Commission Counsel can verify this by reference to Exhibit 17-L, you have used the same figures for container cost and production expenses. Does that indicate that at that time you were continuing to use the St. Louis cost and the New York cost with respect to that study?

A I think we used the -- we were pretty consistent throughout the development of the data. Without comparing each one, I can't say exactly, but I think we were consistent, sir.

Q I refer you to 13-F, Mr. Malone. In 13-F there are estimates for advertising and merchandising expense, general sales, administrative and district general operating and supervision, credit collection, other increases or deductions. And you have taken certain figures with respect to each of those items and multiplied those by the number of points that were distributed form the wholesale routes from two of your branches. Is that correct?

A That is correct.

Q Now, were those expenses set forth opposite each of the items that we have just recited based on any experience specifically with A & P?

A No, sir.

Q Is it possible that the credit and collection expense, for example, for A & P would be much less than the figure shown there?

A I would say it would.

Q With respect to the advertising and merchandising expense, if you were selling private lable milk to A & P, is it possible that that item would either be reduced or eliminated?

A That is right, sir.

Q So that these figures do not relate to the cost of supplying A & P with private label milk, is that correct?

A We did not make any studies of A&P specifically.

Q I would like to refer you for just a moment to Exhibit 13-H. I direct your attention to the fifth column of that exhibit which is headed 'Net Unit Selling Price at 30 Per Cent Discount."

Now, before we get to that, may I read to you

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with Mr. Schmidt on May 26, 1965, Mr. Malone, Mr. Mathias showed you a copy of Commission Exhibit for identification Number 4, which is a cost study regarding private label milk from Borden's Matiwon-Milwaukee plants and asked you to read some figures from the exhibit.

Can you tell us from the best of your information were those figures in Exhibit 4 shown to anyone from A & P at any time?

A Not by me, sir.

Q Do you have any knowledge that it was?

A I have no knowledge that it was.

Q As a result of your meeting with Mr. Schmidt on May 26 and what you had heard from others at Borden concerning him, would you say that Mr. Schmidt was a sophisticated buyer in the dairy business?

A I think he was a very good buyer in the dairy business.

Q Did he know about the milk order market prices and the various components that you testified to?

A My visit with Mr. Schmidt at that meeting would have indicated to me that he wasn't totally familiar with the dairy economics that were involved in milk order regulations.

Q And that is why he wanted to get some information from you with respect to the basic economics of the business, is that correct?

A My people, the Borden executives, felt it would be

21 helpful if Mr. Schmidt did get a little more information in regard to milk marketing programs.

Q Do you know if he ever acted as a buyer of milk or dairy products prior to this time?

A I wouldn't know, sir.

Q Commission Exhibit 54 for identification, which has been shown to you previously, Mr. Malone, has a series of entries similar to the ones we discussed previously. That is, it refers to local advertising expense, national advertising expense, general sales overhead, merchandising expense, and so on.

Now, am I correct that none of that would be applicable in sales of private label to A & P?

A That was the particular reason why I separated it here. I considered that it would not be applicable.

Q Now, the first private label offered to A & P that was discussed here, I believe, was on the basis of a half cent a point, just in general terms and without reference to any particular package so that we don't get into that.

A Yes.

Q And thereafter that offer was improved to one cent a point, and then at a later stage to 1.27 cents per point, at least with respect to the half gallon.

Now, was it Borden's aim in these negotiations to sell to A & P at the best price that it could obtain

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THE WITNESS: That is what I had answered, sir.

HEARING EXAMINER SCHRUP: Now, the question is whether you consider that you have an opinion as to how remote that time might have been between those other two parties.

MR. MC INERNEY: It seems to me that is a question that is obviously asked of a person that can't have had personal knowledge of it on the basis of his prior testimony.

MR. MATHIAS: Your Honor, this witness is knowledgeable as to the procedures followed in the office of Borden. I think based on that knowledge he can state his opinion as to whether or not the meeting between Mr. Tarr and Mr. Schmidt, as in the case of this particular memorandum, was remote in time from the time the memorandum was prepared.

HEARING EXAMINER SCHRUP: Did these people that reported to you customarily report promptly?

THE WITNESS: I had considered that they did, sir.

MR. MC INERNEY: Your Honor, this again is not on the basis of personal knowledge necessarily.

HEARING EXAMINER SCHRUP: As you recall it, some seven years ago, was that the practice?

THE WITNESS: As I recall it, some seven years ago, sir, I considered that they reported promptly. As of the date that they had their transaction, I am not qualified to say.

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4295

THE GREAT ATLANTIC & PACIFIC TEA COMPANY, INC.
MIDDLE WESTERN DIVISION – CHICAGO OFFICE
2622 N. PULASKI ROAD
CHICAGO, ILLINOIS, 60639

Mailing Address
P. O. BOX 6000-A
CHICAGO, ILLINOIS, 60680

CX 263-A

October 1st 1965

Mr. Herschel B. Smith,
Headquarters Buying Department,
New York

Dear Mr. Smith:

Attached are proposals from The Borden Company and The Bowman Dairy Company to supply our Chicago Unit with A&P labeled dairy products, and in view of Borden's quotations, it is Chicago's intention to purchase supplies from them.

The Chicago Unit has requested approval to introduce A&P Milk as an additional item, and they will therefore carry present brands along with the A&P, at least temporarily, feeling that they could convert approximately 65% of their business to the A&P brand, which, incidentally, is our present experience in metropolitan St.Louis.

Mr.Vogel, Mr. Gamble and the writer concur with Chicago's thinking.

We will appreciate your early approval.

Very truly yours,

I.R.Bartels

IRB*EB

SUMMARY PRESENT COST VS BORDEN & BOWMAN

COMMODITY	YEARLY USAGE UNITS	BORDEN LABEL COST	BOWMAN'S A&P LABEL QUOTATION
ALL PAPER			
Gals. Homo	1,260,342	$ 887,449	$ 789,235
½ Gals. Homo	7,044,909	2,541,638	2,204,357
Qts. Homo	2,543,658	511,749	441,936
Qts. Chocolate	226,443	53,802	47,068
½ Gals. Buttermilk	405,236	147,766	126,735
Qts. Buttermilk	683,401	133,796	101,417
½ Gals. 2%	1,[illegible],943	338,294	300,160
½ Gals. Skim	630,604	212,438	188,645
Qts. Skim	522,252	98,211	85,224
½ Pts. Whip Cream	372,302	111,401	95,937
Pts. Half & Half	1,798,400	569,903	488,397
		$5,606,447	$4,869,111

4296

QUOTATIONS

A

BORDEN'S A&P LABEL QUOTATION	COST SAVINGS BORDEN VS A&P QUOTATION FROM BORDEN
$ 757,387	$ 130,062
2,148,909	392,729
438,438	73,311
47,702	6,100
125,245	22,521
100,922	32,874
286,870	51,424
174,951	37,487
74,190	24,021
96,832	14,569
471,870	98,033
$4,723,316	$ 883,131

4297

BOWMAN

EXECUTIVE OFFICES: 201 NORTH WELLS STREET CHICAGO, ILLINOIS 60606 TELEPHONE 312: 645-6222

August 31, 1965

Mr. E. R. Schmidt, Buyer
The Great Atlantic & Pacific Tea Co., Inc.
Middle West Division
2622 North Pulaski Road
Chicago, Illinois 60639

COPY

Dear Mr. Schmidt:

Thank you for the opportunity to offer our price quotations according to your specifications. They are attached herewith for the following areas on fluid milk products only. (Cottage Cheese, separate.)

These quotations were developed by our accountants on an estimated total dollar volume of approximately one million dollars per month (26 delivery days) using Chicago list prices. A substantial increase or decrease in the size of your order (compared to the assumption of dollar volumes set forth above) would affect these prices and I would appreciate an opportunity to discuss with you a) the areas involved b) the dollar volume and c) the resultant prices.

AREA:

1. Metropolitan Chicago
2. Northwestern Illinois
3. North Central Illinois
4. Indiana
5. Iowa

Each bid on the above areas consists of the following substantiating materials:

1. Map Indicating Location of Stores
2. Cost Plus Pricing Schedule for the Bowman Label and the A & P Label Brands
3. Standard Direct Product Cost - Chicago Plant
4. Selling and Delivery Expenses - Per Route Day

FLORIDA: ST. PETERSBURG • IOWA: DAVENPORT • INDIANA: NEW ALBANY, TERRE HAUTE
•MICHIGAN: SAGINAW • OHIO: CLEVELAND, COLUMBUS • WISCONSIN: CHIPPEWA FALLS, DEERFIELD, RACINE, TOMAH

c

4298

These price quotations would only change as follows:

1. Increase or decrease in Federal Fluid Milk Market Order.
2. Increase or decrease in container costs.
3. Labor increases.

Costs not considered in these quotations are as follows:

1. Return of out-dated or sour merchandise.
2. Merchandising of stores and point-of-sale materials.
3. Call-backs (straight-line delivery service only was considered).

I am enclosing a history of the period of time that we served the A & P Company. This substantiates that we contributed to A & P's progress for the last eleven years that we had the privilege of servicing your stores.

We are looking forward to a resumption of business with your fine corporation in the very near future.

Sincerely,

Frank T Cannon Sr

FTC:rt
enc.

Frank T. Cannon, Sr.
General Manager - Wholesale

D

PRICE ESCALATION ON MILK ORDER PRICES

Chicago area prices are quoted on the basis of the present Order Number 30 price plus a super pool which totals $4.32 per CWT. for 3.5% Class I Milk Products.

Iowa area prices are quoted on the basis of Order Number 63 price plus a super pool which totals $4.37 per CWT. for 3.5% Class I Milk Products.

Each change of 5 cents per CWT. will increase or decrease quoted prices by 1/8 cent per point for each product.

In the event that stores are served in areas where there is no Federal Milk Order or where the super pool price is not effective, we will adjust quoted prices in that area.

LABOR PRICES

Quoted prices will be adjusted for any changes in Union labor rates or changes in Federal Payroll taxes.

Container Costs

Quoted prices will be adjusted for any changes in the purchase cost for containers used.

E

Prices as of May 8 E

OMPANY

NET PRICES – METROPOLITAN CHICAGO - NORT

STORE SERVICE S

4300

	SCHEDULE I DIRECT COST FOB CHICAGO AREA PLANT	MARKUP	NET PRICE AT CHICAGO AREA PLA
TS. HOMO. V.D.	.1302	.0081	.1383
/2 GAL. HOMO. V.D. (GLASS)			
/2 GAL. HOMO. V.D. (FIBER)	.2390	.0119	.2509
AL. HOMO. V.D. -GLASS	.4402	.0252	.4654
GAL. HOMO. V.D. -FIBER	.4878	.0141	.5019
QTS. BOW-CAL			
TS. SOURED HALF & HALF	.2385	.0275	.2660
TS. HALF & HALF	.2014	.0180	.2194
QTS. RICH CREAM			
TS. RICH CREAM			
1/2 PT. RICH CREAM			
QTS. WHIP CREAM			
1/2 PT. WHIP CREAM	.2083	.0180	.2263
"QUICK-WHIP" DISPENSER	.2742	.0353	.3095
"REDDI WIP" DISPENSER	.4075	.0178	.4253
BOSTON BLEND - PTS.	.1445	.0109	.1554
PTS. SOUR CREAM	.3001	.0375	.3376
1/2 PTS. SOUR CREAM	.1486	.0250	.1736
1/2 GAL. BUTTERMILK	.2259	.0250	.2509
QTS. BUTTERMILK	.1003	.0156	.1159
QTS. DARI-RICH	.1617	.0150	.1767
1/2 PTS. DARI-RICH CARRY PACK			
1/2 PTS. CHOCOLATE SHAKE	.0591	.0095	.0686
1/2 GAL. STA-FIT	.2131	.0250	.2381
QT. STA-FIT	.1163	.0156	.1319
1/2 GAL. 2%	.2106	.0211	.2317
YOGURT (Plain & Strawberry)	.1425	.0006	.1431
SNACK DIP - 8OZ.	.2458	.0045	.2503

CLASS I PRICE - 4.32 per CWT

([illegible])

4

THWESTERN AND NORTH CENTRAL ILLINOIS

IX DAYS WEEKLY

DIRECT VANNING COS TO SALES ARE	Direct Cost of delivery per point	COMMISSION	NET DELIVERED PRICE SIX DAY RT.
.0025	.0206	.0082	.1696
.0051	.0412	.0164	.3136
.0146	.0824	.0328	.5952
.0101	.0824	.0328	.6272
.0028	.0206	.0082	.2976
.0014	.0206	.0082	.2496
.0009	.0206	.0082	.2560
.0009	.0206	.0082	.3312
.0009	.0206	.0082	.4550
.0014	.0206	.0082	.1856
.0112	.0412	.0164	.4064
.0056	.0206	.0082	.2080
.0051	.0412	.0164	.3136
.0025	.0206	.0082	.1472
.0025	.0206	.0082	.2080
.0009	.0052	.0021	.0768
.0051	.0412	.0164	.3008
.0025	.0206	.0082	.1632
.0051	.0412	.0164	.2944
.0009	.0206	.0082	.1728
.0009	.0206	.0082	.2800

STANDARD DIRECT PRODUCT COSTS – CHICAGO PLANTS

	RAW MERCHANDISE COST FOB CHICAGO PLAN	BOTTLING PLANT LABOR AND EXPENSE	CONTAINERS	TOTAL DIRECT COSTS FOB CHICAGO PLANT
QTS. HOMO. V.D.	.0986	.0154	.0162	.1302
1/2 GAL. HOMO. V.D. (GLASS)				
1/2 GAL. HOMO. V.D. (FIBER)	.1971	.0129	.0290	.2390
GAL. HOMO. V.D. – GLASS	.3942	.0279	.0181	.4402
GAL HOMO V.D. – FIBER	.3942	.0321	.0615	.4878
QTS. BOW-CAL				
PTS. SOURED HALF & HALF	.1202	.0690	.0493	.2385
PTS. HALF & HALF	.1201	.0698	.0115	.2014
QTS. RICH CREAM			–	
PTS. RICH CREAM			–	
1/2 PT. RICH CREAM			–	
QTS. WHIP CREAM			–	
1/2 PT. WHIP CREAM	.1489	.0505	.0089	.2083
"QUICK-WHIP" DISPENSER	.2717	.0025	–	.2742
"REDDI WIP" DISPENSER	.4050	.0025	–	.4075
BOSTON BLEND PINTS	.1420	.0025	–	.1445
PTS. SOUR CREAM	.1666	.0904	.0431	.3001
1/2 PTS. SOUR CREAM	.0833	.0305	.0348	.1486
1/2 GAL. BUTTERMILK	.1301	.0668	.0290	.2259
QTS. BUTTERMILK	.0651	.0190	.0162	.1003
QTS. DARI-RICH	.1043	.0412	.0162	.1617
1/2 PTS. DARI-RICH CARRY PACK				
1/2 PTS. CHOCOLATE SHAKE	.0403	.0089	.0099	.0591
1/2 GAL. STA-FIT	.1312	.0529	.0290	.2131
QT. STA-FIT	.0656	.0345	.0162	.1163
1/2 GAL. 2%	.1672	.0144	.0290	.2106
YOGURT (Plain & Strawberry)	.1400	.0025	–	.1425
SNACK DIP – 8 OZ	.2433	.0025	–	.2458

CLASS I PRICE – 4.32 per CWT.

4301

4302

THE BORDEN COMPANY
CHICAGO METROPOLITAN REGION
1821 S. KILBOURN AVENUE
CHICAGO, ILLINOIS 60623

AREA CODE 312 CRAWFORD 7-6400

October 1, 1965

Mr. E. R. Schmidt
The Great A & P Tea Company
2622 N. Pulaski Avenue
Chicago, Illinois

Dear Mr. Schmidt:

You have our price quotations dated September 21, 1965 for milk, cream and other dairy products for several areas in Indiana and Illinois. We wish to assure you that our prices are proper under applicable law and we are prepared to defend these prices.

We appreciate your patronage.

Sincerely,

THE BORDEN COMPANY
Chicago Metropolitan Region

J. G. Tarr

J. G. Tarr, Sales Manager
Chain Store Sales

H

THE BOR
CENTRA
ZONE NO. I - CHI

COMMODITY	YEARLY USAGE	BORDEN LABEL UNIT COST
Gals. Homo Paper	773,327	$.7371
½ Gals. Homo	5,321,403	.3685
Qts. Homo	2,194,591	.2000
Qts. Chocolate	163,037	.2437
½ Gals. Buttermilk	331,344	.3685
Qts. Buttermilk	542,083	.2000
½ Gals. 2%	612,231	.3453
½ Gals. Skim	515,996	.3453
Qts. Skim	445,587	.1917
½ Pts. Whip Cream	256,481	.3068
Pts. Half-Half	1,577,403	.2984
TOTAL		

DEN COMPANY
L DIVISION
CAGO AND CALUMET AREA

PRICES AS OF MAY 8, 1965

(7)

BORDEN LABEL ANNUAL COST	A & P LABEL UNIT COST	A & P LABEL ANNUAL COST	DIFFERENTIAL ANNUAL BASIS
$ 570,024	$.6220	$ 481,009	$ 89,015
1,960,937	.3110	1,654,956	305,981
438,915	.1705	374,178	64,737
39,728	.2150	35,053	4,675
122,096	.3030	100,397	21,699
108,420	.1560	84,565	23,855
211,397	.2900	177,547	33,850
178,169	.2820	145,511	32,658
85,419	.1440	64,165	21,254
78,693	.2640	67,711	10,982
470,704	.2440	384,886	85,818
$4,264,502		$3,569,978	$694,524

THE BO
CENTR
ZONE NO. II

COMMODITY	YEARLY USAGE	BORDEN LABEL UNIT COST (ave.)
Gals. Homo	129,272	$.6305
½ Gals. Homo	493,064	.3203
Qts. Homo	97,431	.1694
Qts. Chocolate	10,400	.2166
½ Gals. Buttermilk	23,504	.3193
Qts. Buttermilk	29,276	.1687
½ Gals. 2%	101,781	.2965
½ Gals. Skim	21,216	.2852
Qts. Skim	11,371	.1601
½ Pts. Whip Cream	14,109	.2555
Pts. Half-Half	76,076	.2465
TOTAL		

PRICES AS OF MAY 8, 1965

RDEN COMPANY
AL DIVISION
- SOUTH BEND AREA

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BORDEN LABEL ANNUAL COST		A & P LABEL UNIT COST	A & P LABEL ANNUAL COST	DIFFERENTIAL ANNUAL BASIS
$ 81,501	3-Day	$.5848	$ 75,709	$ 5,792
	6-Day	.6248		
157,907	3-Day	.2924	144,575	13,332
	6-Day	.3124		
16,501	3-Day	.1612	15,748	753
	6-Day	.1712		
2,253	3-Day	.2057	2,142	111
	6-Day	.2157		
7,505	3-Day	.2844	6,695	810
	6-Day	.3044		
4,940	3-Day	.1467	4,303	637
	6-Day	.1567		
30,177	3-Day	.2714	27,705	2,472
	6-Day	.2914		
6,050	3-Day	.2634	5,593	457
	6-Day	.2834		
1,820	3-Day	.1347	1,536	284
	6-Day	.1447		
3,605	3-Day	.2547	3,602	3
	6-Day	.2647		
18,755	3-Day	.2337	17,822	933
	6-Day	.2447		
$331,014			$305,430	$ 25,584

THE BORDE

Zone No.III -

Commodity	Yearly Usage	Borden Lab Unit Coast Average
Gals. Homo	50,353	$.7305
1/2 Gals. Homo	251,507	.3645
Quarts Homo	63,076	.1907
Quarts Chocolate	13,919	.2403
1/2 Gals. Buttermilk	20,124	.3643
Quarts Buttermilk	30,957	.1893
1/2 Gals. 2%	97,725	.3347
1/2 Gals. Skim	25,116	.3306
Quarts Skim	15,600	.1789
1/2 Pts. Whipping Cream	29,588	.2882
Pints Half-Half	58,725	.2807
Total		

3)

Prices as of May 8

COMPANY

Central Division

Rockford-Joliet Area.

el	Borden Label Annual Cost	A & P Label Unit Cost	A & P Label Annual Cost	Differential Annual Basis
	$36,781	$.5972	$30,071	$ 6,710
	91,676	.2986	75,100	16,576
	12,029	.1643	10,363	1,666
	3,345	.2088	2,906	439
	7,332	.2906	5,848	1,484
	5,859	.1498	4,637	1,222
	32,708	.2776	27,128	5,580
	8,303	.2696	6,771	1,532
	2,791	.1378	2,150	641
	8,528	.2578	7,628	900
	16,484	.2378	13,964	2,520
	$225,836		$186,566	$39,270

THE BORDEN COMPAN
Central Division

ZONE NO. IV -- Miscellaneo

Commodity	Yearly Usage	Borden Label Unit Cost (Average)	Borden Label Annual Cost
Gallons Homo	158,479	$ .6866	$ 108,819
1/2 Gals. Homo	723,095	.3501	253,188
Quarts Homo	141,908	.1837	26,069
Quarts Chocolate	23,487	.2325	5,460
1/2 Gals. Buttermilk	30,264	.3580	10,833
Quarts Buttermilk	52,468	.1843	9.672
1/2 Gals. 2%	1[illegible]4,193	.3232	40,144
1/2 Gals. Skim	30,663	.3273	10,036
Quarts Skim	27,109	.1707	4,628
1/2 Pints Whip Cream	48,967	.2917	14,283
Pints Half & Half	156,381	.2742	42,883
			$ 526,015

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Y

Prices as of May 8

us Area

A & P Label Unit Cost (Average)	A & P Label Annual Cost	Differential Annual Basis
$ .5627	$ 89,173	$ 19,646
.2825	204,331	48,857
.1548	21,970	4,099
.1992	4,678	782
.2769	8,379	2,454
.1414	7,417	2,255
.2619	32,528	7,616
.2571	7,883	2,153
.1295	3,511	1,117
.2494	12,212	2,071
.2288	35,782	7,101
	$ 427,864	$ 98,151

THE BORDEN

Zone No. V-

Commodity	Yearly Usage	Borden La Unit Cos Average
Gals. Homo	148,911	$.6066
1/2 Gals. Homo	255,840	.3035
Quarts Homo	106,652	.1710
Quarts Chocolate	15,600	.1933
Quarts Buttermilk	28,617	.1714
1/2 Gals. 2%	87,013	.2743
1/2 Gals. Skim	37,613	.2627
Quarts Skim	22,585	.1573
1/2 Pts. Whipping Cream	23,157	.2717
Pints Half-Half	86,216	.2445
Total		

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Prices as of May 8

COMPANY
Central Division

---Rock Island Area.

abel t	Borden Label Annual Cost	A & P Label Unit Cost	A & P Label Annual Cost	Differential Annual Basis
	$90,324	$.5468	$81,425	$ 8,899
	77,636	.2734	69,947	7,689
	18,235	.1517	16,179	2,056
	3,016	.1874	2,923	93
	4,905	.1372	3,926	979
	23,868	.2524	21,962	1,906
	9,880	.2444	9,193	687
	3,553	.1252	2,828	725
	6,292	.2452	5,679	613
	21,077	.2252	19,416	1,661
	$258,786		$233,478	$25,308

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September 21, 1965

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THE BORDEN COMPANY

CHICAGO - CALUMET AREA (ZONE NO. 1)

GENERAL QUOTATION - A & P PRIVATE LABEL

(Related to the Present Announced Superpool Class I Price of $4.29)

	Net for Borden Label	* Net for A & P Private Label
Homo V. D. Milk - Gal. Paper	$ .7371	$ .6220
Homo V. D. Milk - 1/2 Gal. Paper	.3685	.3110
Homo V. D. Milk - Qts. Paper	.2000	.1705
2% - Gal. Paper	.6906	.5800
2% - 1/2 Gal. Paper	.3453	.2900
Vitamin Fortified Skim - 1/2 Gal. Paper	.3453	.2820
Vitamin Fortified Skim - Qts. Paper	.1917	.1400
Half & Half - Pts. Paper	.2984	.2440
Chocolate Milk - Qts. Paper	.2437	.2150
Buttermilk - 1/2 Gal. Paper	.3685	.3030
Buttermilk - Qts. Paper	.2000	.1560
Whipping Cream - 1/2 Pts. Paper	.3068	.2640

* (1) Above net unit prices for A & P private label products are related to delivery conditions and cooperative program as set forth on the accompanying schedule.

(2) Above net unit prices for A & P private label products are subject monthly to any change in the Class I price as such relates to the Class I price of $4.29 per cwt. indicated above, in accordance with the price change per unit schedule attached. In addition, the above unit pricesfor A & P private label products are subject to change in connection with changes that occur in the cost of labor and containers.

N

Schedule No. 1 - Part 2
(Zone No. 2)
September 21, 1965

THE BORDEN COMPANY
General Quotation -- A & P Private Label
(Related to Present Announced Superpool Class I Price of $4.32 Per Cwt.)

	* Net Price for A & P Private Label Products by Type and Method of Delivery			
Private Label Products	3-Day Per Week Drop Delivery	4-Day Per Week Drpp Delivery	5-Day Per Week Drop Delivery	6-Day Per Week Drop Delivery
Homo V.D. Milk - Gallon Paper	.5848	.6048	.6148	.6248
Homo V.D. Milk - 1/2 Gal. Paper	.2924	.3024	.3074	.3124
Homo V.D. Milk - Quart Paper	.1612	.1662	.1687	.1712
2% - 1/2 Gal. Paper	.2714	.2814	.2864	.2914
Vitamin Fortified Skim - 1/2 Gal. Paper	.2634	.2734	.2784	.2834
Vitamin Fortified Skim - Quart Paper	.1347	.1397	.1422	.1447
Half & Half - Pint Paper	.2337	.2397	.2422	.2447
Chocolate Milk - Quart Paper	.2057	.2107	.2132	.2157
Buttermilk - 1/2 Gal. Paper	.2844	.2944	.2994	.3044
Buttermilk - Quart Paper	.1467	.1517	.1542	.1567
Whipping Cream - 1/2 Pint Paper	.2547	.2597	.2622	.2647

Prices apply to stores located in the geographical area subject to the terms of the Chicago Superpool which are as follows:

Stores Receiving 3-Day Per Week Delivery:

South Bend (6 stores), Mishawaka
Elkhart, Goshen, La Porte, Valparaiso,
Walkerton and Michigan City.

Stores Receiving 6-Day Per Week Delivery:

Chesterton, South Bend (1 store).

Stores Receiving 4-Day and 5-Day Per Week Delivery:

None

* (1) Above net unit prices for A & P private label products are related to delivery conditions and co-operative program as set forth on the accompanying schedule.

(2) Above net unit prices for A & P private label products are subject monthly to any change in the Class I price as such relates to the Class I price of $4.32 per cwt., indicated above, in accordance with the price change per unit schedule attached. In addition, the above unit prices for A & P private label products are subject to change in connection with changes that occur in the cost of labor and containers.

Schedule No. 2 - Part
(Zone No. 3)
September 21, 1965

4310

The Borden Company

General Quotation - A & P Private Label

(Related to Present Announced Superpool Class I Price of $4.00 per Cwt.)

Private Label Products	* Net Price for A & P Private Label Products by Type and Method of Delivery			
	3 - Day Per Week Drop Delivery	4 - Day Per Week Drop Delivery	5 - Day Per Week Drop Delivery	6 - Day Per Week Drop Delivery
Homo V.D. Milk - Gal. Paper	.5572	.5772	.5872	.5972
Homo V.D. Milk - 1/2 Gal. Paper	.2786	.2886	.2936	.2986
Homo V.D. Milk - Quart Paper	.1543	.1593	.1618	.1643
2% - 1/2 Gal. Paper	.2576	.2676	.2726	.2776
Vitamin Fortified Skim - 1/2 Gal. Paper	.2496	.2596	.2646	.2696
Vitamin Fortified Skim - Quart Paper	.1278	.1328	.1353	.1378
Half & Half - Pint Paper	.2278	.2328	.2353	.2378
Chocolate Milk - Quart Paper	.1988	.2038	.2063	.2088
Buttermilk - 1/2 Gal. Paper	.2706	.2806	.2856	.2906
Buttermilk - Quart Paper	.1398	.1448	.1473	.1498
Whipping Cream - 1/2 Pint Paper	.2478	.2528	.2553	.2578

Prices apply to stores located in the geographical area subject to the terms of the Rockford Superpool which are as follows:

Stores Receiving 6-Day Per Week Delivery:

Lockport, Aurora (2 stores), Joliet (6 stores), Rockford (5 stores), Freeport and Loves Park.

Stores Receiving 3-Day - 4-Day - or 5-Day Per Week Delivery:

None

* (1) Above net unit prices for A & P private label products are related to delivery conditions and co-operative program as set forth on the accompanying schedule.

(2) Above net unit prices for A & P private label products are subject monthly to any change in the Class I price as such relates to the Class I price of $4.00 per cwt. indicated above, in accordance with the price change per unit schedule attached. In addition, the above unit prices for A & P private label products are subject to change in connection with changes that occur in the cost of labor and containers.

Schedule No. 3 - Part 2
(Zone No. 4)
September 21, 1965

4311

The Borden Company

General Quotation - A & P Private Label

Related to the Announced Class I Price Under Federal Order No. 30 of $3.78 per Cwt.)

* Net Price for A & P Private Label Products by Type and Method of Delivery

Private Label Products	3-Day Per Week Drop Delivery	4-Day Per Week Drop Delivery	5-Day Per Week Drop Delivery	6-Day Per Week Drop Delivery
mo V.D. Milk - Gal. Paper	.5380	.5580	.5680	.5780
mo V.D. Milk - 1/2 Gal. Paper	.2690	.2790	.2840	.2890
mo V.D. Milk - Quart Paper	.1495	.1545	.1570	.1595
- 1/2 Gal. Paper	.2480	.2580	.2630	.2680
tamin Fortified Skim Milk - 1/2 Gal. Paper	.2400	.2500	.2550	.2600
tamin Fortified Skim Milk - Quart Paper	.1230	.1280	.1305	.1330
lf & Half - Pint Paper	.2230	.2280	.2305	.2330
ocolate Milk - Quart Paper	.1940	.1990	.2015	.2040
ttermilk - 1/2 Gal. Paper	.2610	.2710	.2760	.2810
ttermilk - Quart Paper	.1350	.1400	.1425	.1450
hipping Cream - 1/2 Pint Paper	.2430	.2480	.2505	.2530

Prices apply to stores located in the geographical area subject to the announced Class I milk prices under Federal Order No. 30, (which Class I milk prices are not subject to producer "superpool" payments) which stores are as follows:

Stores Receiving 3-Day Per Week Delivery:

Manteno
Marseilles
Spring Valley
Culver
Mendota
Momence
Ottawa
Sandwich
Knox
St. Annes
Streator
Plano
North Judson
Gilman
Pontiac
Lacon
Galena
La Salle
Princeton
Minonk
Warren

Stores Receiving 4-Day Per Week Delivery:

None

Stores Receiving 5-Day Per Week Delivery

Belvidere
Rochelle
Dixon
Marengo
Polo
DeKalb
Mt. Morris

Stores Receiving 6-Day Per Week Delivery:

Woodstock
Fox Lake
Kankakee (2 stores)
Pecatonica
Wilmington

McHenry
Antioch
Wauconda
Crystal Lake
Zion

* (1) Above net unit prices for A & P private label products are related to delivery conditions and co-operative program as set forth on the accompanying schedule.

(2) Above net unit prices for A & P private label products are subject monthly to any change in the Class I price as such relates to the Class I price of $3.78 per cwt. indicated above, in accordance with the price change per unit schedule attached. In addition, the above unit prices for A & P private label products are subject to change in connection with changes that occur in the cost of labor and containers.

R

Schedule 4 - Part 2
(Zone No. 5)
September 21, 1965

4313

THE BORDEN COMPANY
GENERAL QUOTATION - A & P PRIVATE LABEL
(Related to the Announced Class I Price Under Federal Order #63)
of * 3.88 per Cwt.

Private Label Products	* Net Price for A & P Private Label Products by Type and Method of Delivery 3-Day Per Week Drop Delivery	4-Day Per Week Drop Delivery	5-Day Per Week Drop Delivery	6-Day Per Week Drop Delivery
Homo V.D. Milk Gal. Paper	.5468	.5668	.5768	.5868
Homo V.D. Milk 1/2 Gal. Paper	.2734	.2804	.2884	.2934
Homo V.D. Milk Quart Paper	.1517	.1567	.1592	.1617
% - 1/2 Gal. Paper	.2524	.2624	.2674	.2724
Vit. Fort. Skim Milk 1/2 Gal. Paper	.2444	.2544	.2594	.2644
Vit. Fort. Skim Milk Quart Paper	.1252	.1302	.1327	.1352
Half & Half Pint Paper	.2252	.2302	.2327	.2352
Chocolate Milk Quart Paper	.1874	.1924	.1949	.1974
Buttermilk Quart Paper	.1372	.1422	.1447	.1472
Whipping Cream 1/2 Pint Paper	.2452	.2502	.2527	.2552

Prices apply to stores in the geographical area subject to the announced Class I Milk prices nder Federal Order No. 63, (which Class I Milk prices are not subject to producer "Super Pool" payments) which stores are as follows:

Stores Receiving 3 Day Per Week Delivery
Geneseo Kewanee Lanark Moline (2 Stores)
Mt. Carroll Rock Island Savannah Sterling
Toulon Galesburg (2 Stores) Clinton Davenport (2 Stores)

Stores Receiving 4 Day, 5 Day or 6 Day Delivery
None.

* (1) Above net unit prices for A & P private label products are related to delivery conditions and co-operative program as set forth on the accompanying schedule.

(2) Above net unit prices for A & P private label products are subject monthly to any change in the Class I price as such relates to the Class I price of $3.88 per cwt. indicated above, in accordance with the price change per unit schedule attached. In addition, the above unit prices for private label products are subject to change in connection with changes hat occur in the cost of labor and containers.

S

Schedule #1

4314

FORMULA PRICE FOR RAW MILK

	Per Hundred Pounds
Producer Price - 3.5% B.F.	$ 4.2900
Market Administrator's Fee	.0200
Shrinkage 1%	.0045
Procurement, Bulk Tank Premiums Association Fees, Inner Zone Premiums, etc.	.2500
Total Cost of 3.5% Raw Milk F.O.B. Our Plant	$ 4.5645
To 3.4% B.F. Finished Product	.0740
Cost of 3.4% Finished Product	$ 4.4905

MILK COST BY ITEMS

Quart	2.15 pounds x $4.4905 per cwt.	=	$ .0966
Half Gallon	4.30 pounds x $4.4905 per cwt.	=	.1931
Gallon	8.60 pounds x $4.4905 per cwt.	=	.3862

Schedule No. 1 - Part 1
(Zone No. 2)

FORMULA PRICE FOR RAW MILK

	Per Hundred Pounds
Producer Price 3.5% B.F.	$4.3200
Market Administrator's Fee	.0200
Shrinkage	.0045
Procurement, Bulk Tank Premiums, Association Fees, etc.	.2500
Total Cost of 3.5% Raw Milk F.O.B. Our Plant	$4.5945
To 3.4% B.F. Finished Product	.0700
Cost of 3.4% Finished Product	$4.5245

MILK COST BY ITEMS

Quarts 2.15 pounds X $4.5245 per cwt. = $.0973

Half Gallons 4.30 pounds X 4.5245 per cwt. = .1946

Gallons 8.60 pounds X 4.5245 per cwt. = .3891

Schedule No. 2 - Part 1
(Zone No. 3)

FORMULA PRICE FOR RAW MILK

	Per Hundred Pounds
Producer Price 3.5% B.F.	$4.0000
Market Administrator's Fee	.0200
Shrinkage	.0043
Procurement, Bulk Tank Premium, Association Fees, etc.	.2500
Total Cost of 3.5% Raw Milk	
F.O.B. Our Plant	$4.2743
To 3.4% B.F. Finished Product	.0700
Cost of 3.4% Finished Product	$4.2043

MILK COSTS BY ITEMS

Quarts 2.15 pounds X $4.2043 per cwt. = $.0904

Half Gallons 4.30 pounds X 4.2043 per cwt. = .1808

Gallons 8.60 pounds X 4.2043 per cwt. = .3616

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Schedule No. 3 - Part 1.
(Zone No. 4)

FORMULA PRICE FOR RAW MILK

	Per Hundred Pounds
Producer Price 3.5% B.F.	$3.7800
Market Administrator's Fee	.0200
Shrinkage	.0041
Procurement, Bulk Tank Premiums, Association Fees, etc.	.2500
Total Cost of 3.5% Raw Milk	
F.O.B. Our Plant	$4.0541
To 3.4% B.F. Finished Product	.0700
Cost of 3.4% Finished Product	$3.9841

MILK COSTS BY ITEMS

Quarts 2.15 pounds x $3.9841 per cwt. = $ .0857

Half Gallons 4.30 pounds x 3.9841 per cwt. = .1713

Gallons 8.60 pounds x 3.9841 per cwt. = .3426

Schedule No. 4 - Part 1
(Zone No. 5)

FORMULA PRICE FOR RAW MILK

		Per Hundred Pounds
Producer Price 3.5% B.F.	$	3.8800
Market Administrator's Fee		.0200
Milk Foundation and City Health Inspection Fee		.0200
Waste		.0040
Premiums		.1000
Total Cost of 3.5% Raw Milk		
F.O.B. Our Plant	$	4.0240
To 3.4% B.F. Finished Product		.0720
Cost of 3.4% Finished Product	$	3.9520

MILK COSTS BY ITEMS

Quarts 2.15 pounds X $3.9520	=	$	.0850
Half Gallons 4.30 pounds x 3.9520	=		.1699
Gallons 8.60 pounds X3.9520	=		.3398

X

4319 September 21, 1965

THE BORDEN COMPANY
Central Division

Price Change Per Unit Schedule

Increase or Decrease per CWT. in Class I Price	Resulting Increase or Decrease in Price Per Unit: Per Quart	Per Half Gallon	Per Gallon
.01	.0002	.0004	.0008
.02	.0004	.0008	.0016
.03	.0007	.0014	.0028
.04	.0009	.0018	.0036
.05	.0010	.0020	.0040
.06	.0013	.0026	.0052
.07	.0015	.0030	.0060
.08	.0017	.0034	.0068
.09	.0019	.0038	.0076
.10	.0021	.0042	.0084
.11	.0024	.0048	.0096
.12	.0026	.0052	.0104
.13	.0028	.0056	.0112
.14	.0030	.0060	.0120
.15	.0033	.0066	.0132
.16	.0035	.0070	.0140
.17	.0037	.0074	.0148
.18	.0039	.0078	.0156
.19	.0041	.0082	.0164
.20	.0043	.0086	.0172
.21	.0045	.0090	.0180
.22	.0048	.0096	.0192
.23	.0050	.0100	.0200
.24	.0052	.0104	.0208
.25	.0054	.0108	.0216
.26	.0056	.0112	.0224
.27	.0059	.0118	.0236
.28	.0061	.0122	.0244
.29	.0063	.0126	.0252
.30	.0065	.0130	.0260
.31	.0067	.0134	.0268
.32	.0069	.0138	.0276

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THE BORDEN COMPANY
Central Division

Price Change Per Unit Schedule

Increase or Decrease per CWT. in Class I Price	Resulting Increase or Decrease in Price Per Unit		
	Per Quart	Per Half Gallon	Per Gallon
.33	.0072	.0144	.0288
.34	.0074	.0148	.0296
.35	.0076	.0152	.0304
.36	.0078	.0156	.0312
.37	.0080	.0160	.0320
.38	.0082	.0164	.0328
.39	.0085	.0170	.0340
.40	.0087	.0174	.0348
.41	.0089	.0178	.0356
.42	.0091	.0182	.0364
.43	.0093	.0186	.0372
.44	.0095	.0190	.0380
.45	.0098	.0196	.0392
.46	.0100	.0200	.0400

4321

September 21, 1965

The Borden Company - Central Division

A & P Private Label Program

The new A & P Private Label milk program is based upon the following mutual understandings and the essentials of this new program are outlined below:

1. Borden personnel will assist in the formulation of this new program.

2. Borden personnel will also assist A & P personnel during the introductory period in the various phases of ordering and rotating of merchandise so that the program will achieve its ultimate sales goals and expectations. (Suggested Bulletins to Supervisors and Store Managers attached.)

3. A complete line of dairy products, as supplied by The Borden Company, should be featured in your dairy case.

4. Deliveries will be on a limited service basis as follows:

    (a) Stores served on a three-day per week basis will receive one delivery on Monday-Wednesday-Friday or Tuesday-Thursday-Saturday.

    (b) Stores served on a five-or six-day per week basis will receive one delivery per day.

    (c) The delivery time to each store will be handled in a manner to effectuate the most efficient delivery schedule.

    (d) Special deliveries shall not be made except in unusual instances, such as Borden's failure to perform on the advance order.

5. Deliveries at the store level shall be handled in the following manner:

    (a) To the receiving door of the store.
    (b) To a designated place on the receiving platform.
    (c) To a refrigerated storage box that can be entered directly from a platform or ground level location and into which dairy products can be conveniently stocked.
    (d) If dairy products are delivered to a refrigerated storage box, adequate storage space shall be provided so that proper rotation of carry-over merchandise can be handled by store personnel.
    (e) Empty milk cases and bottles shall be placed at a designated point for easy accessibility and pickup.

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6. Ordering of Products.

   (a) Advance order delivery tickets shall be supplied by The Borden Company.

   (b) Advance order tickets for the following delivery shall be completed for presentation to the Borden driver at time of delivery.

7. Code Dates.

   (a) Products are clearly coded on the gable of the milk items and on the bottom of all bucket products.

   (b) All products are coded with an expiration date.

   (c) Code date expirations shall be explained in the Chicago Unit Office and at local levels.

8. Credit for Product Returns.

   (a) Credit for product returns shall be only on the basis of faulty containers or product remaining within code date.

9. Borden's will not be obligated to furnish any merchandising materials, price promotions, demonstrators, or special displays on A & P labelled products under this program.

10. Borden salesmen's services will be supplied at the store level only, to follow through on a complaint covering such matters as service, product, or container.

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Suggestion for

BULLETIN NO. I

ATTENTION STORE NO.__________

TO: SUPERVISORS AND STORE MANAGERS

Your store will be serviced with A & P labeled milk products by The Borden Company on a drop shipment delivery basis.

The essentials of this new purchasing arrangement are as follows:

1. Limited deliveries.
2. No returns.
3. No service in regard to rotation, stocking, etc.
4. Pre-order of merchandise.

We will advise you shortly of the requirements of ordering and handling of milk products under this new program and of our arrangements with Borden's.

The Borden Company will soon hold a series of meetings to explain to you the coordination of deliveries and to evaluate your physical set-up. The new pre-order system and control guide will help you obtain a pattern in regard to your requirements. These things must be covered in order that you may sensibly pre-order merchandise from the above supplier for your store's needs.

Please give these people your utmost cooperation. We recommend that you fully explain these procedures to your Assistant Manager, Dairy Department Head, or someone responsible for the operation and the ordering of dairy products. The new aspects of this system should be thoroughly understood and followed by members of your organization.

We will advise you shortly in regard to items and procedures and other details.

Suggestion for 4324

BULLETIN NO. II

ATTENTION STORE NO. __________

TO: SUPERVISORS AND STORE MANAGERS

The new A & P private label milk delivery program has now been worked out, and deliveries to your stores will start on Monday __________. With this new program, we will be getting maximum benefits from the fast moving dairy items and it will be to our advantage for you to work with your supplier to handle this properly in order that we may all be successful in this venture.

Deliveries will be made on a limited service basis as follows:

(a) Stores served on a three day per week basis will receive one delivery on Monday-Wednesday-Friday or Tuesday-Thursday-Saturday.

(b) Stores served on a five or six day per week basis will receive one delivery per day.

(c) Special deliveries shall not be made except the failure of Borden's to perform on the advance order.

Deliveries at the store level shall be handled in the following manner:

(a) To the receiving door of the store.

(b) To a designated place on the receiving platform.

(c) To a refrigerated storage box that can be entered directly from a platform or ground level location and into which dairy products can be conveniently stocked.

(d) If dairy products are delivered to a refrigerated storage box, adequate storage space shall be provided so that proper rotation of carry-over merchandise can be handled by store personnel.

(e) Empty milk cases and bottles shall be placed at a designated point for easy accessibility and pick-up.

Ordering of Products

(a) Pre-order forms will be furnished to you by The Borden Company.

(b) This order must be completed and be available in the cooler at the time of the delivery for the driver to pick up.

Example: On three day delivery -- Monday delivery, pick up order for Wednesday. Wednesday delivery, pick up order for Friday. Friday delivery, pick up order for Monday, etc.

On the five or six day delivery schedule, the order again must be completed and available in the cooler for the following day's delivery.

Please follow instructions in order that we may have no inconvenience or unnecessary expense by orders not being available as outlined above.

In all cases, order changes will not be accepted since they can be adjusted on the following day's order.

We recommend you try, whenever possible, to order merchandise in even cases. This may not be possible in smaller volume stores.

As always in the use of your order form, you must take into consideration your meat feature, the week-end pay days, 15th and 1st of the month, holidays, individual store promotions on dairy features, and consult your past order forms and inventories.

All products are under a "no return" basis and the only exception will be for manufacturing defects. Please use care.

Codes

(a) Products are clearly coded on the gable of the milk items and on the bottom of all bucket products.

(b) All products are coded with an expiration date.

(c) Code date expiration shall be explained to you at future meetings.

(d) Please check code dates daily and rotate. There will be no services offered in regard to rotation and checking by the supplier. Do not make the customer unhappy by having old products in the case due to lack of attention to this operation.

For those stores who are presently on a three day drop delivery method, this should be nothing new for you. It might be well, however, to again review all of the procedures in the ordering and handling of dairy products.

We sincerely believe that this new milk program is another stride forward for our company and you will be able to achieve your ultimate sales goals and expectations.

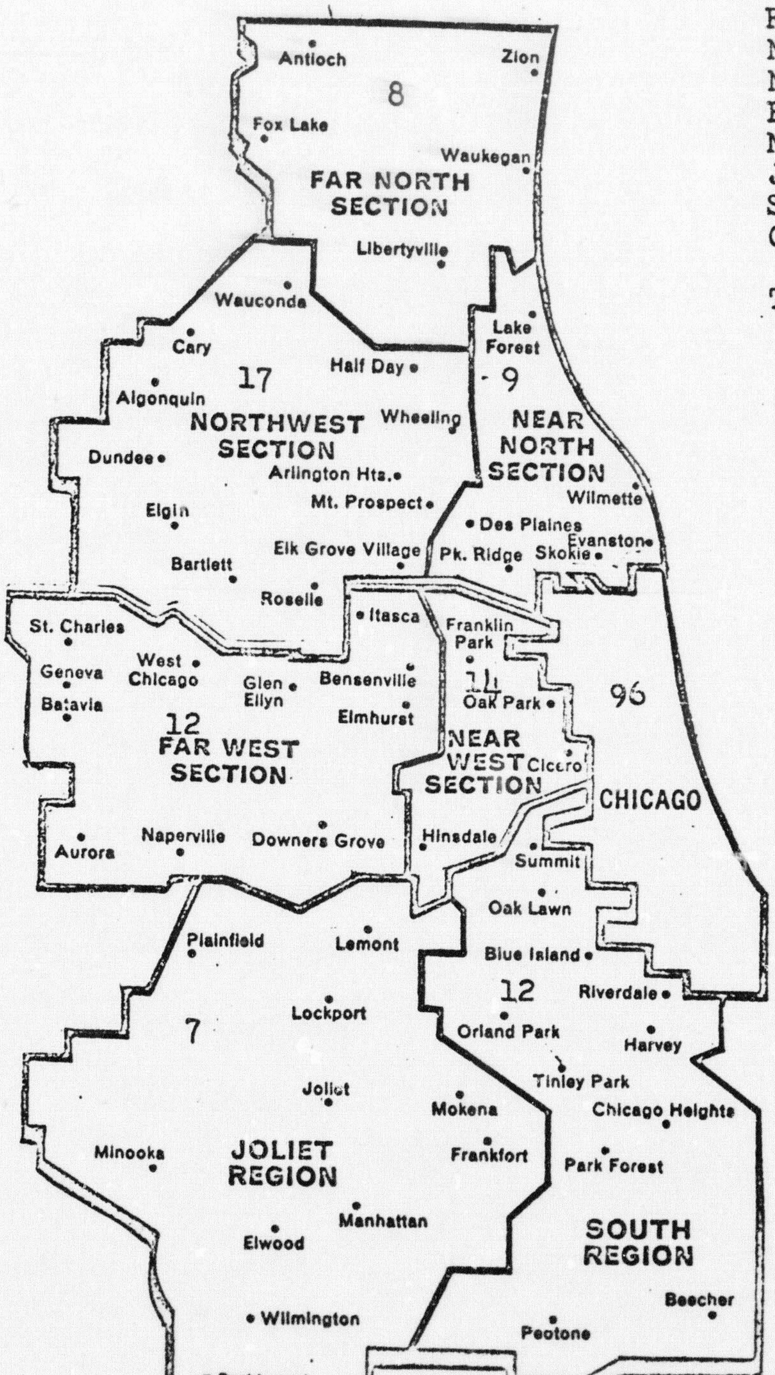
2.

AREA MAP A

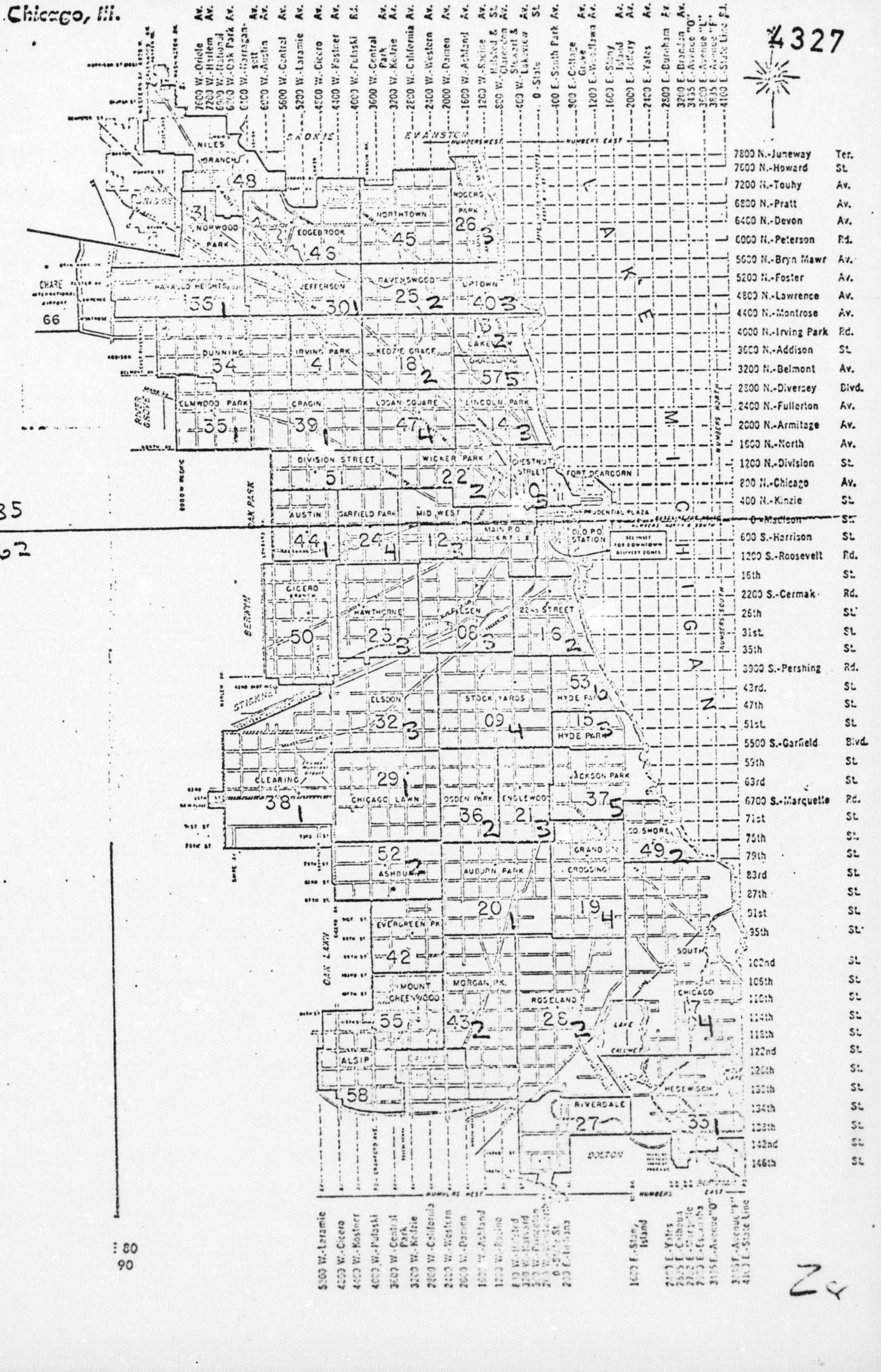
4326

METROPOLITAN CHICAGO AREA

SECTION	STORES
Far North	8
Near North	17
Northwest	9
Far West	12
Near West	14
Joliet	7
South	12
Chicago	96
Total	175


Antioch
Zion
8
Fox Lake
Waukegan
FAR NORTH SECTION
Libertyville
Wauconda
Cary
17
Half Day
Algonquin
9
NORTHWEST SECTION
Wheeling
NEAR NORTH SECTION
Lake Forest
Dundee
Arlington Hts.
Mt. Prospect
Wilmette
Elgin
Des Plaines
Evanston
Elk Grove Village
Pk. Ridge
Skokie
Bartlett
Roselle
Itasca
St. Charles
Franklin Park
West Chicago
Geneva
Glen Ellyn
Bensenville
14
96
Batavia
Oak Park
Elmhurst
12
FAR WEST SECTION
NEAR WEST SECTION
Cicero
CHICAGO
Aurora
Naperville
Downers Grove
Hinsdale
Summit
Oak Lawn
Plainfield
Lemont
Blue Island
12
Riverdale
Lockport
7
Orland Park
Harvey
Tinley Park
Joliet
Mokena
Chicago Heights
Minooka
JOLIET REGION
Frankfort
Park Forest
Manhattan
Elwood
SOUTH REGION
Beecher
Wilmington
Peotone
Braidwood

4327


Chicago, Ill.
7600 W.-Oriole Av.
7200 W.-Harlem Av.
6800 W.-Oak Park Av.
6400 W.-Narragansett Av.
6000 W.-Austin Av.
5600 W.-Central Av.
5200 W.-Laramie Av.
4800 W.-Cicero Av.
4400 W.-Kostner Av.
4000 W.-Pulaski Rd.
3600 W.-Central Park Av.
3200 W.-Kedzie Av.
2800 W.-California Av.
2400 W.-Western Av.
2000 W.-Damen Av.
1600 W.-Ashland Av.
1200 W.-Racine Av.
800 W.-Halsted & Clarendon St.
400 W.-Stewart & Lakeview Av.
0-State St.
400 E.-South Park Av.
800 E.-Cottage Grove Av.
1200 E.-Woodlawn Av.
1600 E.-Stony Island Av.
2000 E.-Jeffery Av.
2400 E.-Yates Av.
2800 E.-Burnham Av.
3200 E.-Brandon Av.
3435 E.-Avenue "O"
3600 E.-Avenue "L"
3835 E.-Avenue "F"
4100 E.-State Line Rd.
SKOKIE
EVANSTON
NUMBERS WEST
NUMBERS EAST
7800 N.-Juneway Ter.
7600 N.-Howard St.
7200 N.-Touhy Av.
6800 N.-Pratt Av.
6400 N.-Devon Av.
6000 N.-Peterson Rd.
5600 N.-Bryn Mawr Av.
5200 N.-Foster Av.
4800 N.-Lawrence Av.
4400 N.-Montrose Av.
4000 N.-Irving Park Rd.
3600 N.-Addison St.
3200 N.-Belmont Av.
2800 N.-Diversey Blvd.
2400 N.-Fullerton Av.
2000 N.-Armitage Av.
1600 N.-North Av.
1200 N.-Division St.
800 N.-Chicago Av.
400 N.-Kinzie St.
0-Madison St.
600 S.-Harrison St.
1200 S.-Roosevelt Rd.
16th St.
2200 S.-Cermak Rd.
26th St.
31st St.
35th St.
3900 S.-Pershing Rd.
43rd St.
47th St.
51st St.
5500 S.-Garfield Blvd.
59th St.
63rd St.
6700 S.-Marquette Rd.
71st St.
75th St.
79th St.
83rd St.
87th St.
91st St.
95th St.
102nd St.
106th St.
110th St.
114th St.
118th St.
122nd St.
126th St.
130th St.
134th St.
138th St.
142nd St.
146th St.
LAKE MICHIGAN
NILES BRANCH 48
PARK RIDGE
NORWOOD PARK 31
EDGEBROOK 46
NORTHTOWN 45
ROGERS PARK 26 3
O'HARE INTERNATIONAL AIRPORT
66
HARWOOD HEIGHTS 56 1
JEFFERSON 30 1
RAVENSWOOD 25 2
UPTOWN 40 3
LAKEVIEW 13 2
DUNNING 34
IRVING PARK 41
KEDZIE GRACE 18 2
GRACELAND 57 5
RIVER GROVE
ELMWOOD PARK 35 1
CRAGIN 39 1
LOGAN SQUARE 47 4
LINCOLN PARK 14 3
DIVISION STREET 51
WICKER PARK 22 2
CHESTNUT STREET
FORT DEARBORN
0
AUSTIN 44 1
GARFIELD PARK 24 4
MID WEST 12 3
MAIN P.O.
OLD P.O. STATION
PRUDENTIAL PLAZA
SEE INSET FOR DOWNTOWN DELIVERY ZONES
OAK PARK
BERWYN
CICERO BRANCH 50
HAWTHORNE 23 3
ELSEN 08 3
22nd STREET 16 2
STICKNEY
ELSDON 32 3
STOCK YARDS 09 4
HYDE PARK 53 5
HYDE PARK 15 3
CLEARING 38 1
CHICAGO LAWN 29 1
OGDEN PARK 36 2
ENGLEWOOD 21 3
JACKSON PARK 37 5
SO. SHORE 49 2
ASHBURN 52 2
AUBURN PARK 20 1
GRAND CROSSING 19 4
EVERGREEN PK. 42
OAK LAWN
MOUNT GREENWOOD 55
MORGAN PK. 43 2
ROSELAND 28 2
SOUTH CHICAGO 17 4
LAKE CALUMET
ALSIP
58
HEGEWISCH 33 1
RIVERDALE 27
DOLTON
5200 W.-Laramie
4800 W.-Cicero
4400 W.-Kostner
4000 W.-Pulaski
3600 W.-Central Park
3200 W.-Kedzie
2800 W.-California
2400 W.-Western
2000 W.-Damen
1600 W.-Ashland
1200 W.-Racine
800 W.-Halsted
0-State St.
200 E.-Indiana
1600 E.-Stony Island
2400 E.-Yates
3435 E.-Avenue "O"
4100 E.-State Line

35
62

80
90

24

AREA A

4328
STORES IN
METROPOLITAN CHICAGO AREA

FAR NORTH REGION	
ANTIOCH	1
FOX LAKE	1
LIBERTYVILLE	1
MUNDELEIN	1
WAUKEGAN	3
ZION	1
TOTAL	8

NEAR NORTH REGION	
DES PLAINES	1
EVANSTON	4
GLENVIEW	1
HIGHLAND PARK	1
HIGHWOOD	1
LAKE BLUFF	1
LAKE FOREST	1
NILES	1
NORTHBROOK	1
PARK RIDGE	1
SKOKIE	2
WILMETTE	1
WINNETKA	1
TOTAL	17

NORTHWEST REGION	
ARLINGTON HTS.	2
BARRINGTON	1
DUNDEE	1
ELGIN	1
MT. PROSPECT	1
PALATINE	1
SCHUMBURG	1
WAUCONDA	1
TOTAL	9

NEAR WEST REGION	
BERWYN	2
BROOKFIELD	1
CICERO	3
FRANKLIN PARK	1
LA GRANGE	1
MAYWOOD	1
NORRIDGE	1
OAK PARK	3
WESTERN SPRINGS	1
TOTAL	14

FAR WEST REGION	
AURORA	2
BATAVIA	1
BENSENVILLE	1
DOWNERS GROVE	1
ELMHURST	1
GLEN ELLYN	1
LOMBARD	1
NAPERVILLE	1
ST. CHARLES	1
VILLA PARK	1
WHEATON	1
TOTAL	12

JOLIET REGION	
JOLIET	6
LOCKPORT	1
TOTAL	7

SOUTH REGION	
BLUE ISLAND	1
CHICAGO HTS.	2
CHICAGO RIDGE	1
DOLTON	1
EVERGREEN PARK	1
HARVEY	1
HOMEWOOD	1
MIDLOTHIAN	1
OAK LAWN	1
RICHTON PARK	1
SUMMIT	1
TOTAL	12

CITY OF CHICAGO REGION	
TOTAL	96

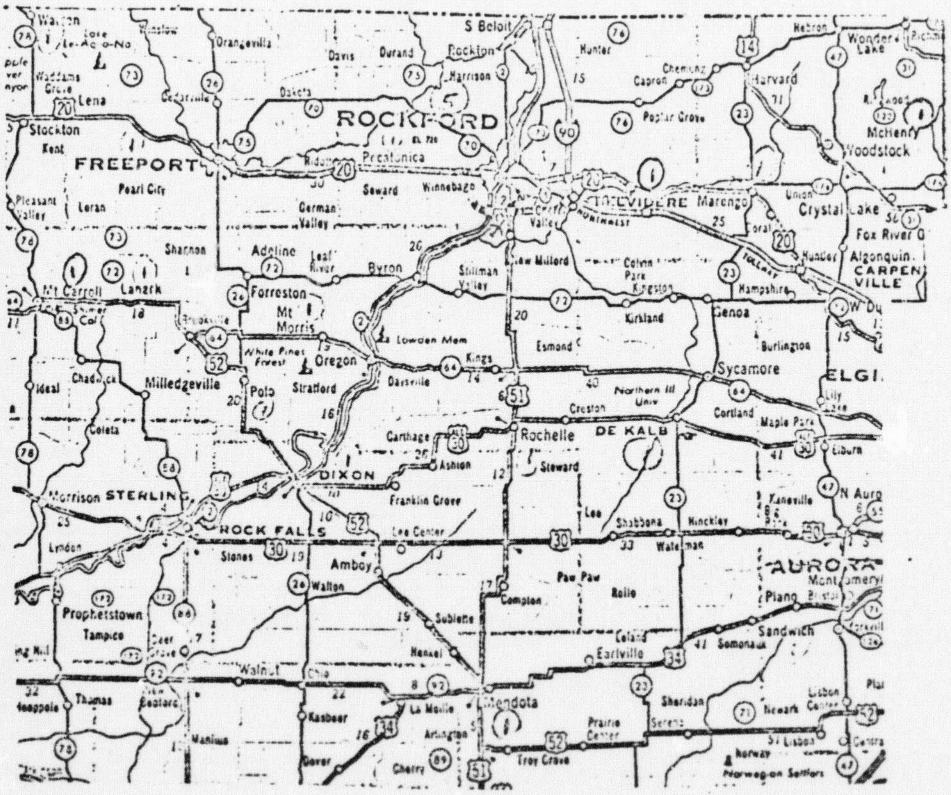
2

AREA MAP C

4329

STORES IN
NORTHWESTERN ILLINOIS

Crystal Lake	1
Warren	1
Freeport	1
Pecatonica	1
Rockford	5
Loves Park	1
Belvidere	1
Marengo	1
Woodstock	1
McHenry	1
Mt. Carroll	1
Lanark	1
Mt. Morris	1
Polo	1
Sterling	1
Dixon	1
Rochelle	1
DeKalb	1
Mendota	1
Sandwich	1
Total	24

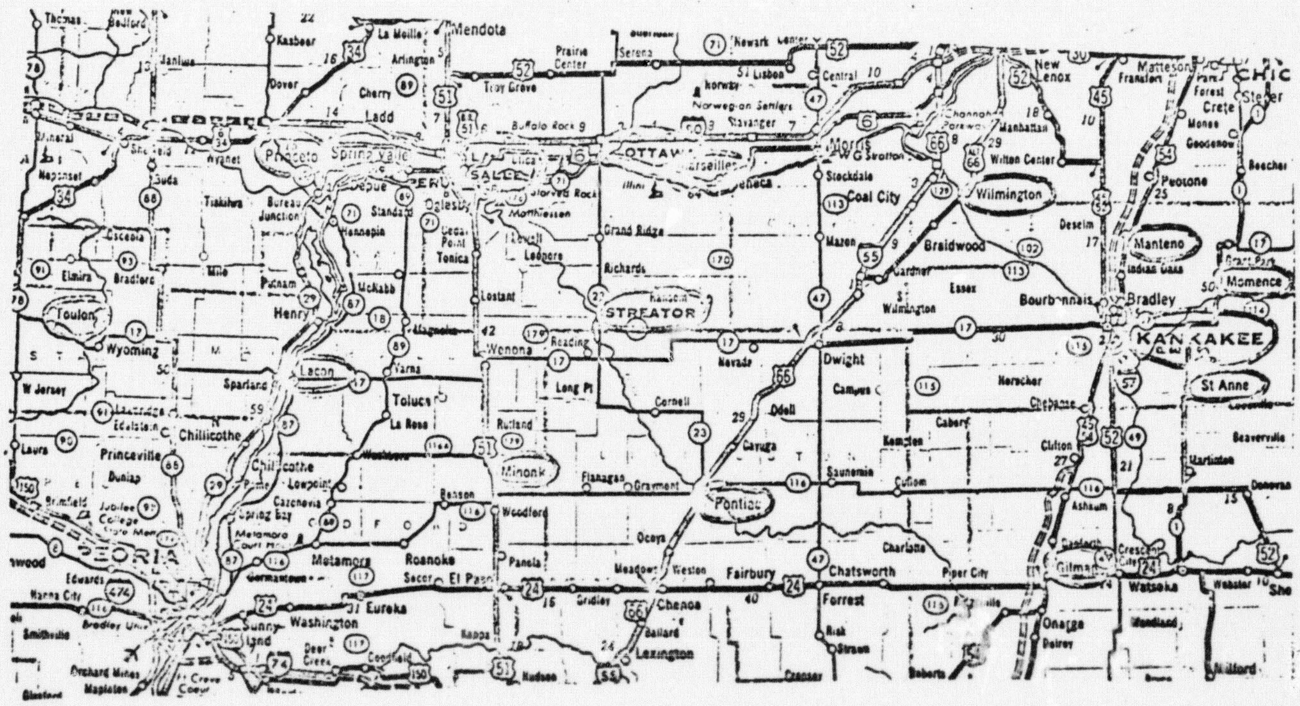

Warren
Lena
Stockton
FREEPORT
Pearl City
Orangeville
Davis
Durand
S Beloit
Rockton
Harrison
Pecatonica
ROCKFORD
Seward
Winnebago
Hunter
Capron
Chemung
Harvard
Poplar Grove
McHenry
Woodstock
BELVIDERE
Marengo
Union
Crystal Lake
Fox River G
Algonquin
CARPENTERSVILLE
German Valley
Shannon
Adeline
Leaf River
Byron
Stillman Valley
New Milford
Cherry Valley
Kingston
Hampshire
Genoa
Kirkland
Mt Carroll
Lanark
Forreston
Mt Morris
Oregon
Lowden Mem
White Pines Forest
Esmond
Burlington
Sycamore
ELGIN
Milledgeville
Chadwick
Polo
Stratford
Kings
Daysville
Creston
Northern Ill Univ
Cortland
Maple Park
Coleta
Carthage
Rochelle
DE KALB
Elburn
Morrison
STERLING
DIXON
Ashton
Steward
Franklin Grove
Lee
Shabbona
Hinckley
Kaneville
N Aurora
ROCK FALLS
Lee Center
Waterman
Amboy
Paw Paw
AURORA
Montgomery
Plano
Bristol
Prophetstown
Tampico
Walton
Sublette
Compton
Rollo
Sandwich
Somonauk
Earlville
Walnut
Ohio
Mendota
La Moille
Sheridan
Newark
Lisbon
Thomas
Kasbeer
Arlington
Prairie Center
Troy Grove
Cherry
Manlius
Dover
Norway
Norwegian Settlers

2 10

4330

NORTH CENTRAL ILLINOIS

Gilman	1
Kankakee	2
Manteno	1
LaSalle	1
Ottawa	1
Pontiac	1
Streator	1
Momence	1
Wilmington	1
Marseilles	1
Minonk	1
St. Anne	1
Toulon	1
Lacon	1
Spring Valley	1
Princeton	1
	17


Mendota
La Moille
Arlington
Prairie Center
Serena
Newark
Lisbon
Central
New Lenox
Matteson
Frankfort
Crete
Steger
Kasbeer
Dover
Cherry
Ladd
Troy Grove
Buffalo Rock
Norway
Norwegian Settlers
Stavanger
Channahon
Manhattan
Princeton
Spring Valley
Depue
Peru
La Salle
Utica
Ottawa
Marseilles
Seneca
Morris
Stockdale
Coal City
Wilmington
Peotone
Manteno
Tiskilwa
Bureau Junction
Hennepin
Standard
Oglesby
Tonica
Grand Ridge
Richards
Braidwood
Bourbonnais
Bradley
Momence
Toulon
Wyoming
Henry
Lostant
Magnolia
Wenona
Reading
Streator
Kangley
Nevada
Dwight
Essex
Kankakee
St Anne
Lacon
Sparland
Varna
Toluca
Long Pt
Cornell
Odell
Chebanse
Chillicothe
La Rose
Rutland
Minonk
Flanagan
Graymont
Pontiac
Cayuga
Saunemin
Cullom
Clifton
Princeville
Dunlap
Lowpoint
Benson
Woodford
Roanoke
Ashkum
Peoria
Metamora
Germantown
El Paso
Secor
Panola
Meadows
Weston
Fairbury
Chatsworth
Piper City
Gilman
Crescent City
Watseka
Eureka
Washington
Gridley
Chenoa
Forrest
Onarga
Lexington
Risk
Strawn
Milford

#36 — 8/31/65

4331

NET PRICES-I

STORE SERVICE TH

	SCHEDULE 1 DIRECT COST FOB CHICAGO AREA PLANT	MARKUP	NET PRICE AT CHICAGO AREA PLANT
QTS. HOMO. V.D.	.1302	.0081	.1383
1/2 GAL. HOMO. V.D. (GLASS)			
1/2 GAL. HOMO. V.D. (FIBER)	.2390	.0119	.2509
GAL. HOMO. V.D. — GLASS	.4402	.0252	.4654
GAL. HOMO V.D- FIBER	.4878	.0141	.5019
QTS. LOW-CAL			
PTS. SOURED HALF & HALF	.2385	.0277	.2662
PTS. HALF & HALF	.2014	0180	.2194
QTS. RICH CREAM			
PTS. RICH CREAM			
1/2 PT. RICH CREAM			
QTS. WHIP CREAM			
1/2 PT. WHIP CREAM	.2083	.0180	.2263
"QUICK-WHIP" DISPENSER	.2742	.0353	.3095
"REDDI WIP" DISPENSER	.4075	.0178	.4253
Boosted Blend — Pts	.1445	.0109	.1554
PTS. SOUR CREAM	.3001	.0375	.3376
1/2 PTS. SOUR CREAM	.1486	.0250	.1736
1/2 GAL. BUTTERMILK	.2259	.0250	.2509
QTS. BUTTERMILK	.1003	.0156	.1159
QTS. DARI-RICH	.1617	0150	.1767
1/2 PTS. DARI-RICH CARRY PACK			
1/2 PTS. CHOCOLATE SHAKE	.0591	0095	.0686
1/2 GAL. STA-FIT	.2131	0250	.2381
QT. STA-FIT	1163	0156	.1319
1/2 GAL. 2%	.2106	.0211	.2317
YOGURT (Plain & Strawberry)	.1425	.0006	.1431
SNACK DIP - 8 oz.	.2458	.0045	.2503

CLASS I PRICE — 4.32 per CWT.

2

EXHIBIT B

NDIANA AREA

REE DAYS WEEKLY

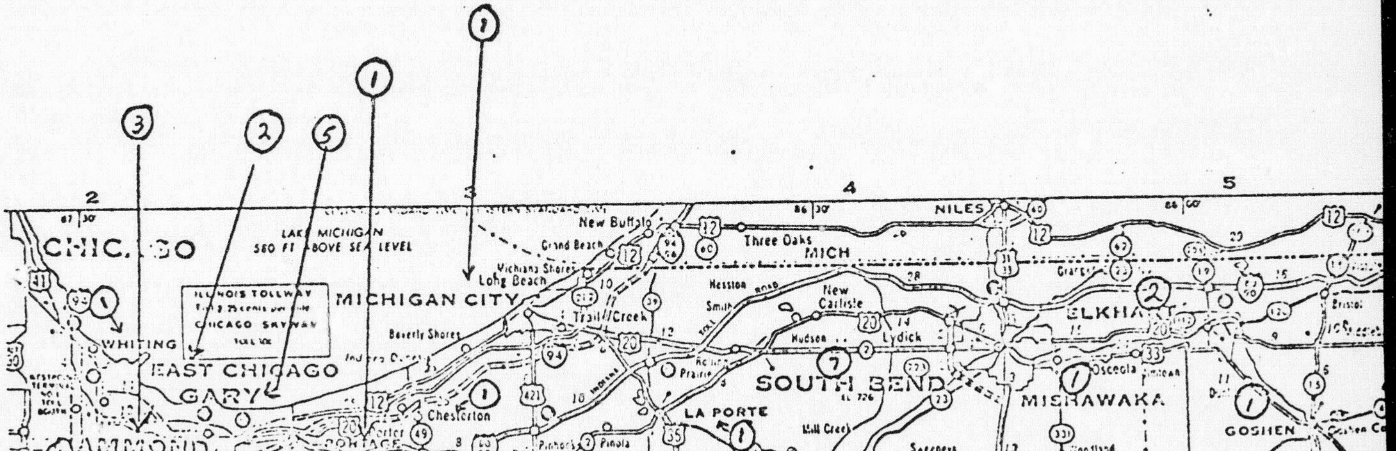
DIRECT VANNING COST TO SALES AREA	Direct Cost of delivery per point	Commission	NET DELIVERED PRICE-THREE DAYS WEEKLY
.0055	.0134	.0052	.1624
.0112	.0268	.0104	.2993
.0321	.0536	.0208	.5719
.0321	.0536	.0208	.5784
.0061	.0134	.0052	.2907
.0061	.0134	.0052	.2441
.0020	.0134	.0052	.2169
.0020	.0134	.0052	.3301
.0020	.0134	.0052	.4459
.0031	.0134	.0052	.1771
.0183	.0268	.0104	.3931
.0117	.0134	.0052	.3039
.0112	.0268	.0104	.2993
.0055	.0134	.0052	.1400
.0055	.0134	.0052	.2008
.0020	.0034	.0013	.0753
.0112	.0268	.0104	.2865
.0055	.0134	.0052	.1560
.0112	.0268	.0104	.2801
.0020	.0134	.0052	.1637
.0020	.0134	.0052	.2709

AREA MAP B

4332

INDIANA STORES

WEST		EAST	
Whiting	1	North Judson	1
Hammond	3	La Porte	1
Munster	1	Walkerton	1
E. Chicago	2	Knox	1
Gary	6	South Bend	8
Michigan City	1	Culver	1
Portage	1	Mishawaka	1
Hobart	1	Elkhart	2
Valparaiso	1	Goshen	1
Chesterton	1		
	18		17



3
2
5
1
1
2
3
4
5
LAKE MICHIGAN 580 FT ABOVE SEA LEVEL
CHICAGO
ILLINOIS TOLLWAY
CHICAGO SKYWAY
MICHIGAN CITY
WHITING
EAST CHICAGO
GARY
HAMMOND
MUNSTER
HIGHLAND
E GARY
PORTAGE
Chesterton
HOBART
VALPARAISO
CROWN POINT
CEDAR LAKE
LA PORTE
SOUTH BEND
MISHAWAKA
ELKHART
GOSHEN
NILES
MICH
New Buffalo
Three Oaks
Walkerton
Koontz Lake
Knox
PLYMOUTH
North Judson
Culver
WARSAW
Rochester
Winamac
Rensselaer
1
1
1
1
1
1
1
1
7
1
2
1
1
1

213

IOWA AREA – [illegible] DAY DELIVERY

BOWMAN DAIRY COMPANY PRICES, ON FILE WITH THE IOWA MILK COMMISSION

	LIST	PRICE		NET	PRICE
	COMPANY BRAND	PRIVATE LABEL		COMPANY BRAND	PRIVATE LABEL
QTS. HOMO. V.D.	.25	.2425		.1850	.1795
1/2 GAL. HOMO. V.D. (GLASS)					
1/2 GAL. HOMO. V.D. (FIBER)	.45	.4350		.3330	.3219
GAL. HOMO. V.D. – GLASS	.80			.5920	
GAL HOMO V.D. – FIBER	.90	.87		.6660	.6498
QTS. BOW-CAL					
PTS. SOURED HALF & HALF	.44			.3256	
PTS. HALF & HALF	.35			.2590.	
QTS. RICH CREAM					
PTS. RICH CREAM					
1/2 PT. RICH CREAM					
QTS. WHIP CREAM					
1/2 PT. WHIP CREAM	.40	.39		.2960	.2886
"QUICK-WHIP" DISPENSER					
"REDDI WIP" DISPENSER					
GALS 2% – FIBER	.84	.81		.6216	.5994
PTS. SOUR CREAM	.55			.4070	
1/2 PTS. SOUR CREAM	.31			.2294	
1/2 GAL. BUTTERMILK		.445			.3293
QTS. BUTTERMILK	.255	.2475		.1887	.1833
QTS. DARI-RICH – WHOLE MILK	.285	.2775		.2109	.2054
1/2 PTS. DARI-RICH CARRY PACK					
1/2 PTS. CHOCOLATE SHAKE					
1/2 GAL. STA-FIT	.395	.38		.2923	.2812
QT. STA-FIT	.23	.225		.1702	.1665
1/2 GAL. 2%	.42	.405		.3108	.2997
YOGURT (Plain & Strawberry)	.255			.1887	
SNACK DIP					
C[illegible] ½ GAL FRUIT DR	37			.2738	
QTS. STRAWBERRY DRINK					
PKS. CREAM COTTAGE CHEESE – 8 OZ.					
PKGS. CREAM COTT. CHS. – 16 OZ.					
PKGS. CREAM COTT. CHS. – 32 OZ.					
PKGS. CHIVE COTT. CHS. – 16 OZ.					
PKGS. PINEAPPLE COTT. CHS. 16 OZ.					
PKGS. BAKERS COTT. CHS. – 16 OZ.					
SNACK DIP 8 OZ.					
1/2 GAL. FRUIT DRINKS					

MILK ORDER PRICE 4.27 CWT
SUPER POOL .10

4333

AREA MAP E

4334

STORES IN
IOWA REGION

Independence	1
Dyersville	1
Cedar Rapids	1
Clinton	1
Davenport	2
Dubuque	2
Moline, Ill.	2
Waterloo	2
Cedar Falls	1
Savanna, Ill.	1
Rock Island, Ill.	1
Iowa City	1
Geneseo, Ill.	1
Galesburg	2
Total	21

Hampton
Parkersburg
Iowa Falls
Waterloo
Manchester
Dubuque
Galena
Warren
Ackley
Grundy Center
Cedar Falls
Independence
Stockton
La Porte City
Monticello
Cascade
Bellevue
Elizabeth
Eldora
Reinbeck
Traer
Anamosa
Maquoketa
Savanna
Mt. Carroll
Ames
State Center
Marshalltown
Cedar Rapids
Wyoming
Clinton
Fulton
Tama
Belle Plaine
Marengo
Mt. Vernon
Tipton
De Witt
Morrison
Grinnell
Brooklyn
Davenport
Erie
Newton
Montezuma
Williamsburg
Iowa City
North English
West Liberty
Rock Island
Moline
Geneseo
Monroe
Pella
New Sharon
Sigourney
Muscatine
Kewanee
Indianola
Knoxville
Oskaloosa
Washington
Wapello
Aledo
Viola
Alpha
Galva
Ottumwa
Fairfield
New London
Monmouth
Galesburg
Chariton
Albia
Mount Pleasant
Burlington
Knoxville
Abingdon
Peoria
Corydon
Bloomfield
Keosauqua
Ft. Madison
La Harpe
Roseville
Farmington
Canton
Centerville

2

UNITED STATES OF AMERICA
FEDERAL TRADE COMMISSION

4335

To Borden, Inc.

350 Madison Avenue, New York, New York. 10017

You are hereby required to appear before John J. Mathias, an Attorney and Examiner for

the Federal Trade Commission, at Room 486, United States Courthouse and Federal Building, 219 South Dearborn Street

in the City of Chicago, Illinois

on the 4th *day of* November *, 19*70*, at* 10 *o'clock*

a. *m. of that day, to testify* in a non-public hearing in connection with the Federal Trade Commission's investigation of File No. 671 0149, The Great Atlantic & Pacific Tea Co., Inc., et al., for the purposes set forth in the Commission's Resolution dated January 21, 1969; a copy of which is attached and made a part hereof.

And you are hereby required to bring with you and produce at said time and place the following books, papers, and documents:

described in the Specifications which are attached and made a part hereof.

FEDERAL TRADE COMMISSION
Docket No. 671-0149 COMMISSION RESPONDENT Exhibit No. Borden ①
In the Matter of: A & P
Date 11-19-70 Witness Rouse Reporter JB

Fail not at your peril.

In testimony whereof, the undersigned, an authorized ~~*a mem-ber*~~ *of the Federal Trade Commission, has hereunto set his hand and caused the seal of said Federal Trade Commission to be affixed at Washington, D. C., this* 24th *day of* September *, 19*70

MAILED
SEP 25 1970
LEGAL RECORDS

441763

Assistant Director, Bureau of Competition. ~~Commissioner.~~

GPO 915924

CX 264A

SPECIFICATIONS

For the purposes of these specifications, Borden, Inc. shall be referred to as "Borden" and The Great Atlantic & Pacific Tea Company, Inc., shall be referred to as "A&P".

Unless otherwise specifically narrowed or broadened, these specifications will be limited to Borden operations within its Midwestern Division (formerly the Central Division) and all references to A&P and/or A&P stores will refer to that group of stores located in Illinois, Indiana and Iowa, within A&P's Middle Western Division (or whatever successor division of A&P that might now exist) and which were covered by a private label fluid milk products agreement entered into between Borden and A&P in or about October 1965, which stores were located in 5 designated areas, identified in said agreement and/or in Borden's proposals leading up to said agreement as: Zone No. I -CChicago and Calumet Area; Zone No. II - South Bend Area; Zone No. III - Rockford-Joliet Area; Zone No. IV - Miscellaneous Area; and Zone No. V - Rock Island Area.

"Net price" as used herein means the price charged for a commodity or commodities, minus any discount, rebate and any other type of price reduction or refund which affects the price charged.

"Other dairy products" as used herein means all dairy products other than fluid milk, excluding ice cream and other frozen desserts.

To be submitted are the following books, invoices, papers and documents, or verified copies thereof if the originals cannot be produced, which are in your possession or under your control:

SPECIFICATION 1: For the period January 1, 1965 through March 31, 1970, all price lists and all discount schedules for (a) fluid milk and (b) other dairy products, in effect for customers in the various areas in which the aforesaid A&P stores operate.

CX 264

SPECIFICATION 2: For the periods November 1, 1965 through March 31, 1966, October 1, 1966 through March 31, 1967, and June 1, 1969 through March 31, 1970, the relevant Producer Check Registers, or other documents and records showing Borden's monthly raw milk purchases for its Woodstock, Illinois plant and the address of the producer suppliers.

SPECIFICATION 3: For the period October 1, 1966 through March 31, 1967, invoices, rebate records and/or other books and records showing, for each product and size and style of container, (a) net prices and (b) unit volumes of sale of fluid milk and other dairy products delivered to the stores listed below:

(a) All A&P stores located in Valparaiso, Indiana;

(b) The Joe Tittle & Son, Inc. store located in Valparaiso, Indiana.

SPECIFICATION 4: For the period January 1, 1967 through March 31, 1967, invoices, rebate records and/or other books and records showing, for each product and size and style of container, (a) net prices and (b) unit volumes of sale of fluid milk and other dairy products delivered to the stores listed below:

(a) All A&P stores located in Hammond, Gary and Highland, Indiana.

(b) Burger's Market,
6529 Columbia,
Hammond, Indiana.

(c) Dick's Market,
6445 Kennedy,
Hammond, Indiana.

(d) Model Food Center,
7440 Calumet Avenue,
Hammond, Indiana.

(e) Southtown Market,
204 West 25th,
Gary, Indiana.

CX 264

(f) All stores operated by Joe Tittle & Son, Inc. (main office located at 2645 Wabash Avenue, Gary, Indiana) located in the cities of Gary (2 stores), Hammond (or Highland), and Valparaiso, Indiana.

(g) Wallies Market,
5823 Calumet Avenue,
Hammond, Indiana.

(h) Wilco Food Center (Wilco Market),
6300 Miller Avenue,
Gary, Indiana.

SPECIFICATION 5: For the period June 1, 1969 through March 31, 1970, invoices, rebate records and/or other books and records showing, for each product and size and style of container, (a) net prices and (b) unit volumes of sale of fluid milk and other dairy products delivered to the stores listed below:

(a) All A&P stores located in Hammond, Gary, East Gary, Valparaiso, Highland, Munster, South Bend, Elkhart, and Mishawaka, Indiana.

(b) Burger's Market,
6529 Columbia,
Hammond, Indiana.

(c) Burger's Markets located in Munster, Indiana (2 stores after March 10, 1970).

(d) Model Food Center,
7440 Calumet Avenue,
Hammond, Indiana.

(e) Wallies Market,
5823 Calumet Avenue,
Hammond, Indiana.

(f) Stephens General Store,
Crumstown Highway and North Liberty Road,
North Liberty, Indiana.

CX264

(g) Convenient Food Mart #1325,
4032 Sample Road,
South Bend, Indiana.

(h) Maciejewsky Locker Plant,
58413 Crumstown Highway,
South Bend, Indiana.

(i) All stores operated by Wilt's Food Centers, Inc., (main office located at 1605 Elreno Street, Elkhart, Indiana) located in the cities of Elkhart (3 stores), South Bend, Goshen, Mishawaka and Rochester, Indiana.

(j) All stores operated by Joe Tittle & Son, Inc. (main office located at 2645 Wabash Avenue, Gary, Indiana) located in the cities of Gary (2 stores), Hammond (or Highland) and Valparaiso, Indiana.

(k) Morey's Shop Rite, Inc.,
2750 DeKalb,
East Gary, Indiana.

(l) Wilco Food Center,
6300 Miller Avenue,
Gary, Indiana.

(m) Cooper's Market,
2405 Cassopolis Street,
Elkhart, Indiana.

(n) K-Mart Foods #5102,
3513 S. Main Street,
Elkhart, Indiana.

(o) 24-Hr. Grocery Store,
132 S. Michigan Avenue,
South Bend, Indiana.

SPECIFICATION 6: For the period November 1, 1965 through March 31, 1966, all route books and rebate check registers for Borden's O'Hare Route in the Chicago, Illinois metropolitan area.

CX 261

SPECIFICATION 7: With regard to Exhibit B submitted by Borden to the Commission together with its letter of January 26, 1968 (from Joseph A. Greaves to Richard A. Palewicz), all documents and records on which said Exhibit B was based, or from which it was compiled.

SPECIFICATION 8: For the period November 1, 1965 through March 31, 1970, such books, records and documents as will reveal any differences in grade and quality between milk and other dairy products sold under Borden labels and those sold under A&P's private label in the areas in Illinois, Indiana and Iowa covered by the above-mentioned agreement.

SPECIFICATION 9: For the period January 1, 1965 through March 31, 1970, all union contracts and agreements which existed between Borden and any and/or all of its employees in the areas covered by the above-mentioned private label fluid milk products agreement with A&P, excluding the union agreement between Borden and Local Union #399 of the International Union of Operating Engineers of Chicago, Illinois and vicinity which was in effect from May 1, 1967 through May 31, 1969.

CX 26

4341

UNITED STATES OF AMERICA
BEFORE FEDERAL TRADE COMMISSION

COMMISSIONERS:

Paul Rand Dixon, Chairman
Philip Elman
Everette McIntyre
Mary Gardiner Jones
James M. Nicholson

RESOLUTION DIRECTING AN INVESTIGATION INTO THE ACTS AND PRACTICES OF THE BORDEN COMPANY AND THE GREAT ATLANTIC & PACIFIC TEA COMPANY, INC.; FILE NO. 671 0149.

WHEREAS, the Commission has information to the effect that The Borden Company, a corporation engaged in interstate commerce, may have sold dairy products of like grade and quality to competing customers at different prices and that the effect of such price differentials may be substantially to lessen competition or tend to create a monopoly in the sale and distribution of such products, or to injure, destroy, or prevent competition with The Borden Company or among its customers; and

WHEREAS, such acts and practices may constitute violations of Section 2(a) of the Clayton Act, as amended by the Robinson-Patman Act (15 U.S.C. 13) and Section 5 of the Federal Trade Commission Act (15 U.S.C. 45), which Acts are administered by the Federal Trade Commission; and

WHEREAS, the Commission has information to the effect that The Great Atlantic & Pacific Tea Company, Inc., a corporation engaged in commerce, may have knowingly induced or received discriminations in price prohibited by Section 2(a) of the amended Clayton Act, and obtained a discriminatory price from its supplier, The Borden Company, through unfair methods of competition in commerce or unfair acts or practices in commerce; and

WHEREAS, such acts and practices may constitute violations of Section 2(f) of the Clayton Act, as amended by the Robinson-Patman Act (15 U.S.C. 13) and Section 5 of the Federal Trade Commission Act (15 U.S.C. 45); and

WHEREAS, the Commission believes that it is in the public interest to conduct an investigation to determine whether the aforesaid acts and practices constitute violations of such statutes; and

WHEREAS, the Commission has authority under Section 6(a) and Section 9 of the Federal Trade Commission Act (15 U.S.C. 46(a), 49) to investigate corporations engaged in interstate commerce and their acts and practices to determine whether the laws administered by the Commission may have been violated;

NOW, THEREFORE, BE IT RESOLVED that the Commission, in the exercise of the powers vested in it by law, and pursuant to its published procedures and rules of practice (16 C.F.R. Sec. 1.1 *et seq.*), and with the aid of any and all compulsory processes available to it, do forthwith proceed to investigate, for the reasons and purposes stated herein, the pricing and selling practices of The Borden Company, a corporation engaged in the sale and distribution of dairy products, and other products, and the buying practices of The Great Atlantic & Pacific Tea Company, Inc., a corporation engaged in the purchase and resale of grocery and other products, including dairy products.

BE IT FURTHER RESOLVED that the hearings conducted pursuant to this resolution shall be non-public in nature.

By the Commission.

Joseph W. Shea,
Secretary.

Dated: January 21, 1969

CX 2

Borden's
COLUMBUS, OHIO
THE HUNTINGTON NATIONAL BANK
OF COLUMBUS — COLUMBUS, OHIO

COLUMBUS, OHIO 12

25-2
412

4044

PAY TO THE ORDER OF	DATE	CHECK NO.	AMOUNT
Burgraf's Market 6529 Columbia Hammond, Indiana	NOV 16'66	58,541	$0,000,322.59

THE BORDEN COMPANY
FILE COPY
NOT NEGOTIABLE
AUTHORIZED SIGNATURE

DATE	YOUR NUMBER	OUR NUMBER		AMOUNT OF INVOICE	PREVIOUS BALANCE	NET VOUCHER BALANCE
11.04		4,042	11	322.59		

◇ = CREDIT

ATTACHED IS OUR CHECK IN FULL PAYMENT OF ITEMS ENTERED ABOVE

THE BORDEN COMPANY — MIDWESTERN DIVISION
P. O. BOX 1019 — COLUMBUS, OHIO 43216

FEDERAL TRADE COMMISSION
Docket No. 8866
Commission ~~Res. Exhibit~~ Exhibit No. 265-A
In the Matter of: A&P
Date 7/1/31 Witness ______ Reporter ALC

GREAVES Exhibit 104
Marked 12/3/69
[illegible] A. Palowicz
[illegible]
[illegible]

CX 265A

Borden's
COLUMBUS, OHIO
THE HUNTINGTON NATIONAL BANK
OF COLUMBUS — COLUMBUS, OHIO

COLUMBUS, OHIO 12

25-2
412

8259

PAY TO THE ORDER OF	DATE	CHECK NO.	AMOUNT
	DEC1366	64,737	349.58

BURGER'S MARKET
6529 COLUMBIA
HAMMOND, INDIANA

THE BORDEN COMPANY
FILE COPY
NOT NEGOTIABLE
AUTHORIZED SIGNATURE

MO.	DAY	YR.	YOUR NUMBER	OUR NUMBER		AMOUNT OF INVOICE	PREVIOUS BALANCE	NET VOUCHER BALAN
1126				8257	12	34958		

VC-1

<> = CREDIT

ATTACHED IS OUR CHECK IN FULL PAYMENT OF ITEMS ENTERED ABOVE
THE BORDEN COMPANY — MIDWESTERN DIVISION
P. O. BOX 1019 — COLUMBUS, OHIO 43216

FEDERAL TRADE COMMISSION
Docket No. 8566 COMMISSION ~~RESPONDENT~~ Exhibit No. 265-B

GREAVES Exhibit 124
Obtained 12/3/69
by Richard A. Palew
Attorney-Adviser
File No. 671-0149

CX 265B

4345

Borden's
COLUMBUS, OHIO
THE HUNTINGTON NATIONAL BANK
OF COLUMBUS — COLUMBUS, OHIO

COLUMBUS, OHIO 12

25-2
412

5770

PAY TO THE ORDER OF	DATE	CHECK NO.	AMOUNT
	JAN 20'57	6,004	$0,000,874.48*

Burger's Market
6529 Columbia
Hammond, Indiana

THE BORDEN COMPANY
FILE COPY
NOT NEGOTIABLE
AUTHORIZED SIGNATURE

DATE MO. DAY YR.	YOUR NUMBER	OUR NUMBER		AMOUNT OF INVOICE	PREVIOUS BALANCE	NET VOUCHER BALANCE
12 31		5,763	1	874.48		

VC-1

<> = CREDIT

ATTACHED IS OUR CHECK IN FULL PAYMENT OF ITEMS ENTERED ABOVE

THE BORDEN COMPANY — MIDWESTERN DIVISION
P. O. BOX 1019 — COLUMBUS, OHIO 43216

FEDERAL TRADE COMMISSION
Docket No. 5866 COMMISSION ~~RESPONDENT~~ Exhibit No 265C

GREAVES Exhibit 143
Obtained 12/3/59
by Richard A. Palewi
Attorney-Adviser
File No. 671-0149

CX265C

11

4346

25-2
412

Borden's
COLUMBUS, OHIO
THE HUNTINGTON NATIONAL BANK
OF COLUMBUS — COLUMBUS, OHIO

COLUMBUS, OHIO 12

4047

PAY TO THE ORDER OF	DATE	CHECK NO.	AMOUNT
	NOV 16'66	58,544	$0,000,028.55*

Dick's Market
6445 Kennedy
Hammond, Indiana

THE BORDEN COMPANY
FILE COPY
NOT NEGOTIABLE
AUTHORIZED SIGNATURE

NO	DATE	YOUR NUMBER	OUR NUMBER		AMOUNT OF INVOICE	PREVIOUS BALANCE	NET VOUCHER BALAN
	11.04		4,042	11	28.55		

VC-1

<> = CREDIT

ATTACHED IS OUR CHECK IN FULL PAYMENT OF ITEMS ENTERED ABOVE
THE BORDEN COMPANY — MIDWESTERN DIVISION
P. O. BOX 1019 — COLUMBUS, OHIO 43216

8866 365

GREAVES Exhibit
Obtained 12/3/6
by Richard A.
Attorney-Adv
File No. 671-01

CX 265 D

4347

Borden's
COLUMBUS, OHIO
THE HUNTINGTON NATIONAL BANK
OF COLUMBUS — COLUMBUS, OHIO

COLUMBUS, OHIO 12

25-2
412

3262

PAY TO THE ORDER OF	DATE	CHECK NO.	AMOUNT
	DEC1966	64,740	28.40

DICK'S MARKET
6445 [illegible]
[illegible] INDIANA

THE BORDEN COMPANY
FILE COPY
NOT NEGOTIABLE
AUTHORIZED SIGNATURE

MO. DAY YR.	YOUR NUMBER	OUR NUMBER	AMOUNT OF INVOICE	PREVIOUS BALANCE	NET VOUCHER BALANCE
12[illegible]		6257 12	28.40		

VC-:

<> = CREDIT
ATTACHED IS OUR CHECK IN FULL PAYMENT OF ITEMS ENTERED ABOVE
THE BORDEN COMPANY — MIDWESTERN DIVISION
P. O. BOX 1019 — COLUMBUS, OHIO 43216

8566 265-E

[illegible] Exhibit 127
[illegible]ained 12/3/69
[illegible] Richard A. Palewicz
[illegible]

CX 265 E

4348

Borden's
COLUMBUS, OHIO
THE HUNTINGTON NATIONAL BANK
OF COLUMBUS — COLUMBUS, OHIO

COLUMBUS, OHIO 12

25-2
412

5773

PAY TO THE ORDER OF	DATE	CHECK NO.	AMOUNT
	JAN 20'67	6,007	$0,000,036.05

THE BORDEN COMPANY
FILE COPY
NOT NEGOTIABLE
AUTHORIZED SIGNATURE

Dick's Market
6445 Kennedy
Hammond, Indiana

DATE MO. DAY YR.	YOUR NUMBER	OUR NUMBER		AMOUNT OF INVOICE	PREVIOUS BALANCE	NET VOUCHER BALAN
12.31		5,768	1	36.05		

VC-1

<> = CREDIT

ATTACHED IS OUR CHECK IN FULL PAYMENT OF ITEMS ENTERED ABOVE

THE BORDEN COMPANY — MIDWESTERN DIVISION
P. O. BOX 1019 — COLUMBUS, OHIO 43216

FEDERAL TRADE COMMISSION
Docket No. 8566 COMMISSION ~~RESPONDENT~~ Exhibit No. 265F

GREAVES Exhibit
Obtained 12/3/
by Richard A.
Attorney-Ad
File No. 671-01

CX 265 F

4349

Borden's

COLUMBUS, OHIO
THE HUNTINGTON NATIONAL BANK
OF COLUMBUS — COLUMBUS, OHIO

COLUMBUS, OHIO 12

25-2
412

4046

PAY TO THE ORDER OF	DATE	CHECK NO.	AMOUNT
Model Market 7440 Calumet Hammond, Indiana	NOV 16'66	56,543	$0,000,05648*

THE BORDEN COMPANY
FILE COPY
NOT NEGOTIABLE
AUTHORIZED SIGNATURE

MO.	DATE DAY	YOUR NUMBER	OUR NUMBER		AMOUNT OF INVOICE	PREVIOUS BALANCE	NET VOUCHER BALANCE
11	04		4,042	11	56.43		

VC-1

◇ = CREDIT

ATTACHED IS OUR CHECK IN FULL PAYMENT OF ITEMS ENTERED ABOVE
THE BORDEN COMPANY — MIDWESTERN DIVISION
P. O. BOX 1019 — COLUMBUS, OHIO 43216

FEDERAL TRADE COMMISSION
Docket No. 8576 [illegible] 4[illegible]

CX 265G

GREAVES EXHIBIT [illegible]
Obtained 12/3/69
by Richard A. [illegible]
[illegible]
File No. 671-01[illegible]
4017

4350

Borden's
COLUMBUS, OHIO
THE HUNTINGTON NATIONAL BANK
OF COLUMBUS — COLUMBUS, OHIO

COLUMBUS, OHIO 12

23-2
412

8261

PAY TO THE ORDER OF	DATE	CHECK NO.	AMOUNT
	DEC1366	64,739	$57.48

THE BORDEN COMPANY
FILE COPY
NOT NEGOTIABLE
AUTHORIZED SIGNATURE

MODEL MARKET
7440 C[illegible]ET
HAMMOND INDIANA

MO.	DATE DAY	YR.	YOUR NUMBER	OUR NUMBER		AMOUNT OF INVOICE	PREVIOUS BALANCE	NET VOUCHER BALANCE
[illegible]				8,257	12	57.48		

VC-1

<> = CREDIT

ATTACHED IS OUR CHECK IN FULL PAYMENT OF ITEMS ENTERED ABOVE
THE BORDEN COMPANY — MIDWESTERN DIVISION
P. O. BOX 1019 — COLUMBUS, OHIO 43216

FEDERAL TRADE COMMISSION
D. 8866 225-H

GREAVES Exhibit 12B
Obtained 12/3/69
by Richard A. Palew
Attorney-Adviser
File No. 671-0149

CX 265 H

4351

Borden's
COLUMBUS, OHIO
THE HUNTINGTON NATIONAL BANK
OF COLUMBUS — COLUMBUS, OHIO

COLUMBUS, OHIO 12

25-2
412

5772

PAY TO THE ORDER OF	DATE	CHECK NO.	AMOUNT
	JAN 20'67	6,006	$0,000,055.12

Model Market
7440 Calumet
Hammond, Indiana

THE BORDEN COMPANY
FILE COPY
NOT NEGOTIABLE
AUTHORIZED SIGNATURE

DATE	YR.	YOUR NUMBER	OUR NUMBER		AMOUNT OF INVOICE	PREVIOUS BALANCE	NET VOUCHER BALANCE
[illegible]			5,758	1	55.12		

<> = CREDIT

ATTACHED IS OUR CHECK IN FULL PAYMENT OF ITEMS ENTERED ABOVE

THE BORDEN COMPANY — MIDWESTERN DIVISION
P. O. BOX 1019 — COLUMBUS, OHIO 43216

FEDERAL TRADE COMMISSION
Docket No. 8866 COMMISSION ~~RESPONDENT~~ Exhibit No. 2-651

GREAVES Exhibit 145
Obtained 12/3/69
by Richard A. Palewic
Attorney-Adviser
File No. 072-0149

4352

25-2
412

Borden's
COLUMBUS, OHIO
THE HUNTINGTON NATIONAL BANK
OF COLUMBUS — COLUMBUS, OHIO

COLUMBUS, OHIO 12

4057

PAY TO THE ORDER OF	DATE	CHECK NO.	AMOUNT
	NOV 16'66	58,554	$0,000,129.49*

Southbloom Market
204 West 25th
Gary, Indiana

THE BORDEN COMPANY
FILE COPY
NOT NEGOTIABLE
AUTHORIZED SIGNATURE

NO.	DATE	YOUR NUMBER	OUR NUMBER		AMOUNT OF INVOICE	PREVIOUS BALANCE	NET VOUCHER BALANCE
	11.04		4,042	11	129.49		

VC-1

◇ = CREDIT

ATTACHED IS OUR CHECK IN FULL PAYMENT OF ITEMS ENTERED ABOVE
THE BORDEN COMPANY — MIDWESTERN DIVISION
P. O. BOX 1019 — COLUMBUS, OHIO 43216

FEDERAL TRADE COMMISSION
Docket 8822 Exhibit No. 265-J

GREAVES Exhibit /
Obtained 12/3/69
by Richard A. Pa
Attorney-Advi
File No. 071-0149

CX 265 J

41

4353

25-2
412

Borden's
COLUMBUS, OHIO
THE HUNTINGTON NATIONAL BANK
OF COLUMBUS — COLUMBUS, OHIO

COLUMBUS, OHIO 12

8271

PAY TO THE ORDER OF	DATE	CHECK NO.	AMOUNT
	DEC1366	64,749	$ 13550

SOUTHTOWN MARKET
204 WEST 25TH
GARY INDIANA

THE BORDEN COMPANY
FILE COPY
NOT NEGOTIABLE
AUTHORIZED SIGNATURE

MO.	DATE DAY	YR.	YOUR NUMBER	OUR NUMBER		AMOUNT OF INVOICE	PREVIOUS BALANCE	NET VOUCHER BALANCE
11	30			8257	12	13550		

VC-1

<> = CREDIT

ATTACHED IS OUR CHECK IN FULL PAYMENT OF ITEMS ENTERED ABOVE
THE BORDEN COMPANY — MIDWESTERN DIVISION
P. O. BOX 1019 — COLUMBUS, OHIO 43216

265K

8866

GREAVES Exhibit 136
Obtained 12/3/59
by Richard A. Palewic
Attorney-Adviser
File No. 671-0149

CX265K

41

4354

Borden's
COLUMBUS, OHIO
THE HUNTINGTON NATIONAL BANK
OF COLUMBUS — COLUMBUS, OHIO

COLUMBUS, OHIO 12

25-2
412

5780

PAY TO THE ORDER OF	DATE	CHECK NO.	AMOUNT
	JAN 20'67	6,015	$0,000,188.33*

Southtown Market
204 W. 25th
Gary, Indiana

THE BORDEN COMPANY
FILE COPY
NOT NEGOTIABLE
AUTHORIZED SIGNATURE

DATE MO. DAY YR.	YOUR NUMBER	OUR NUMBER		AMOUNT OF INVOICE	PREVIOUS BALANCE	NET VOUCHER BALANCE
12.31		5,768	1	188.33		

VC-1

◇ = CREDIT

ATTACHED IS OUR CHECK IN FULL PAYMENT OF ITEMS ENTERED ABOVE
THE BORDEN COMPANY — MIDWESTERN DIVISION
P. O. BOX 1019 — COLUMBUS, OHIO 43216

FEDERAL TRADE COMMISSION
Docket No. 8741 [✓ COMMISSION] ~~RESPONDENT~~ Exhibit No. 265

GREAVES Exhibit 13
Obtained 12/3/69
by Richard A. Pale
Attorney-Advise
File No. 671-0149

CX 265 L

Borden's
COLUMBUS, OHIO
THE HUNTINGTON NATIONAL BANK
OF COLUMBUS — COLUMBUS, OHIO

COLUMBUS, OHIO 12

25-2
412

4048

PAY TO THE ORDER OF	DATE	CHECK NO.	AMOUNT
	NOV 16'66	58,545	$0,000,298.52*

Joe Tittle & Sons
2643 Wabash
Gary, Indiana

THE BORDEN COMPANY
FILE COPY
NOT NEGOTIABLE
AUTHORIZED SIGNATURE

NO.	DATE	YOUR NUMBER	OUR NUMBER		AMOUNT OF INVOICE	PREVIOUS BALANCE	NET VOUCHER BALANCE
11.04			4,042	11	298.52		

VC-1

◇ = CREDIT

ATTACHED IS OUR CHECK IN FULL PAYMENT OF ITEMS ENTERED ABOVE
THE BORDEN COMPANY — MIDWESTERN DIVISION
P. O. BOX 1019 — COLUMBUS, OHIO 43216

FEDERAL TRADE COMMISSION
Docket No. 8866 ~~COMMISSION~~ ~~RESPONDENT~~ Exhibit No. 215/17

GREAVES Exhibit 108
Obtained 12/3/69
by Richard A. Palewi
Attorney-Adviser
File No. 671-0149

4356

25-2
412

Borden's
COLUMBUS, OHIO
THE HUNTINGTON NATIONAL BANK
OF COLUMBUS — COLUMBUS, OHIO

COLUMBUS, OHIO 12

826

PAY TO THE ORDER OF	DATE	CHECK NO.	AMOUNT
	DEC1366	64,741	$384.4

JOE TITTLE & SONS
2645 WABASH
GARY INDIANA

THE BORDEN COMPANY
FILE COPY
NOT NEGOTIABLE
AUTHORIZED SIGNATURE

MO. DAY YR.	YOUR NUMBER	OUR NUMBER		AMOUNT OF INVOICE	PREVIOUS BALANCE	NET VOUCHER BA
[illegible]		6,257	12	384.48		

VC-1

<> = CREDIT

ATTACHED IS OUR CHECK IN FULL PAYMENT OF ITEMS ENTERED ABOVE
THE BORDEN COMPANY — MIDWESTERN DIVISION
P. O. BOX 1019 — COLUMBUS, OHIO 43216

8866

265 R

GREAVES Exhibit
Obtained 12/3/69
by Richard A. Pal
Attorney-Advis
[illegible]

CX 265N

4357

Borden's
COLUMBUS, OHIO
THE HUNTINGTON NATIONAL BANK
OF COLUMBUS — COLUMBUS, OHIO

COLUMBUS, OHIO 12

25-2
412

5774

PAY TO THE ORDER OF	DATE	CHECK NO.	AMOUNT
	JAN 20'67	6,008	$0,000,468.40*

Joe Tittle & Son
2645 Wabash
Gary, Indiana

THE BORDEN COMPANY
FILE COPY
NOT NEGOTIABLE
AUTHORIZED SIGNATURE

NO.	DATE DAY	YR.	YOUR NUMBER	OUR NUMBER		AMOUNT OF INVOICE	PREVIOUS BALANCE	NET VOUCHER BALANCE
12	31			5,768	1	468.40		

VC-1

◇ = CREDIT

ATTACHED IS OUR CHECK IN FULL PAYMENT OF ITEMS ENTERED ABOVE

THE BORDEN COMPANY — MIDWESTERN DIVISION
P. O. BOX 1019 — COLUMBUS, OHIO 43216

8864

GREAVES Exhibit 147
Obtained 12/3/69
by Richard A. Palewic
Attorney-Adviser
File No. 671-0149

CX 265-0

413

4358

25-2
412

Borden's
COLUMBUS, OHIO
THE HUNTINGTON NATIONAL BANK
OF COLUMBUS — COLUMBUS, OHIO

COLUMBUS, OHIO 12

4043

PAY TO THE ORDER OF	DATE	CHECK NO.	AMOUNT
Wallis's Market 5823 Calumet Hammond, Indiana	NOV 16'66	58,540	$0,001,539.19

THE BORDEN COMPANY
FILE COPY
NOT NEGOTIABLE
AUTHORIZED SIGNATURE

NO.	DATE DAY	YOUR NUMBER	OUR NUMBER		AMOUNT OF INVOICE	PREVIOUS BALANCE	NET VOUCHER BALANC
	11.04		4,042	11	1,539.19		

VC-1

◇ = CREDIT

ATTACHED IS OUR CHECK IN FULL PAYMENT OF ITEMS ENTERED ABOVE
THE BORDEN COMPANY — MIDWESTERN DIVISION
P. O. BOX 1019 — COLUMBUS, OHIO 43216

FEDERAL TRADE COMMISSION
Docket No. 8866 COMMISSION RESPONDENT Exhibit No. 265P

EAVES Exhibit 10
Obtained 12/3/69
by Richard A. Pal
Attorney-Advis
[illegible] 971-[illegible]

CX 265P

Borden's
COLUMBUS, OHIO
THE HUNTINGTON NATIONAL BANK
OF COLUMBUS — COLUMBUS, OHIO

COLUMBUS, OHIO 12

25-2
412

8258

PAY TO THE ORDER OF	DATE	CHECK NO.	AMOUNT
WALLIES MARKET 5323 CALUMET HAMMOND INDIANA	DEC 13 66	6473	1,332.75

THE BORDEN COMPANY
FILE COPY
NOT NEGOTIABLE
AUTHORIZED SIGNATURE

MO. DAY YR.	YOUR NUMBER	OUR NUMBER		AMOUNT OF INVOICE	PREVIOUS BALANCE	NET VOUCHER BALANCE
[illegible]		6,257	12	1,332.75		

VC-1

◇ = CREDIT

ATTACHED IS OUR CHECK IN FULL PAYMENT OF ITEMS ENTERED ABOVE
THE BORDEN COMPANY — MIDWESTERN DIVISION
P. O. BOX 1019 — COLUMBUS, OHIO 43216

FEDERAL TRADE COMMISSION
Docket No. 8566 COMMISSION ~~RESPONDENT~~ Exhibit No. 4650

GREAVES Exhibit 125
Obtained 12/3/69
by Richard A. Palewicz

4360

Borden's
COLUMBUS, OHIO
THE HUNTINGTON NATIONAL BANK
OF COLUMBUS — COLUMBUS, OHIO

COLUMBUS, OHIO 12

25-2
412

5769

PAY TO THE ORDER OF	DATE	CHECK NO	AMOUNT
	JAN 20'67	6,003	$0,001,733.74

Wallies Market
5823 Calumet
Hammond, Indiana

THE BORDEN COMPANY
FILE COPY
NOT NEGOTIABLE
AUTHORIZED SIGNATURE

MO. DATE DAY	YR.	YOUR NUMBER	OUR NUMBER		AMOUNT OF INVOICE	PREVIOUS BALANCE	NET VOUCHER BALAN
12.31			5,768	1	1,733.74		

VOU

◇ = CREDIT

ATTACHED IS OUR CHECK IN FULL PAYMENT OF ITEMS ENTERED ABOVE

THE BORDEN COMPANY — MIDWESTERN DIVISION
P. O. BOX 1019 — COLUMBUS, OHIO 43216

FEDERAL TRADE COMMISSION
5566 COMMISSION EXHIBIT 265R

GREAVES Exhibit
Obtained 12/3/69
by Richard A. P
Attorney-Adv
File No. 071-01

CX 265 R

4361

Borden's
COLUMBUS, OHIO
THE HUNTINGTON NATIONAL BANK
OF COLUMBUS — COLUMBUS, OHIO

COLUMBUS, OHIO 12

25-2
412

4049

PAY TO THE ORDER OF	DATE	CHECK NO.	AMOUNT
Wilco Market 6300 Miller Avenue Gary, Indiana	NOV 16'66	58,546	$0,000,373.65*

THE BORDEN COMPANY
FILE COPY
NOT NEGOTIABLE
AUTHORIZED SIGNATURE

MO DATE	YOUR NUMBER	OUR NUMBER		AMOUNT OF INVOICE	PREVIOUS BALANCE	NET VOUCHER BALANCE
11.04		4,042	11	373.65		

VC-1

<> = CREDIT

ATTACHED IS OUR CHECK IN FULL PAYMENT OF ITEMS ENTERED ABOVE
THE BORDEN COMPANY — MIDWESTERN DIVISION
P. O. BOX 1019 — COLUMBUS, OHIO 43216

No. 5566 Exhibit No. 265-S

GREAVES Exhibit 109
Obtained 12/3/69
by Richard A. Palew
Attorney-Adviser
File No. 671-0149

CX 265 S

41

4362

Borden's
COLUMBUS, OHIO
THE HUNTINGTON NATIONAL BANK
OF COLUMBUS — COLUMBUS, OHIO

COLUMBUS, OHIO 12

823

PAY TO THE ORDER OF	DATE	CHECK NO.	AMOUNT
	DEC1366	64,742	$410

WILCO MARKET 6
6300 MILLER
GARY INDIANA

THE BORDEN COMPAN
FILE COPY
NOT NEGOTIABLE
AUTHORIZED SIGNATURE

MO. DATE DAY YR.	YOUR NUMBER	OUR NUMBER		AMOUNT OF INVOICE	PREVIOUS BALANCE	NET VOUCHER
1132		8,257	12	410.25		

[illegible]
12·3·69

VCH

<> = CREDIT

ATTACHED IS OUR CHECK IN FULL PAYMENT OF ITEMS ENTERED ABOVE

THE BORDEN COMPANY — MIDWESTERN DIVISION
P. O. BOX 1019 — COLUMBUS, OHIO 43216

5566 765T

GREAVES Exhibit /2
Obtained 12/3/69
by Richard A. Pala
Attorney-Advise
File No. 671-0149

CX 765T

4363

Borden's
COLUMBUS, OHIO
THE HUNTINGTON NATIONAL BANK
OF COLUMBUS — COLUMBUS, OHIO

COLUMBUS, OHIO 12

25-2
412

5775

PAY TO THE ORDER OF	DATE	CHECK NO.	AMOUNT
	JAN 20'57	6,009	30,000,545.62 *

Wilco Market
6330 Miller
Gary, Indiana

THE BORDEN COMPANY
FILE COPY
NOT NEGOTIABLE
AUTHORIZED SIGNATURE

DATE MO. DAY YR.	YOUR NUMBER	OUR NUMBER		AMOUNT OF INVOICE	PREVIOUS BALANCE	NET VOUCHER BALANCE
12.31		5,768	1	545.62		

VC-1

◇ = CREDIT

ATTACHED IS OUR CHECK IN FULL PAYMENT OF ITEMS ENTERED ABOVE
THE BORDEN COMPANY — MIDWESTERN DIVISION
P. O. BOX 1019 — COLUMBUS, OHIO 43216

.8566

265-U

GREAVES Exhibit 14
Obtained 12/5/69
by Richard A. Palewi
Attorney-Adviser
File No. 672-0149

CX 265 II

Burgers Market
6529 Columbia ~~Ave~~ **4364** RT-75T666
Hammond, Ind.

JAN - 5612.65 x 6 = 336.75

FEB 4838.49 x 6 = 290.31

Mar 5068.60 x 6 = 304.11

Apr 64[illegible] x 6 = 38[illegible]

MAY 5256.49 x 6 = 315.39

June 5562.52 x 6 = 333.75
Drafts 300 x .05 = 15.00
6/29.30 348.75

JULY 7896.68 x 6 = 473.80

AUG 6051.07 x 6 = 363.06

Sept 7396.44 x 6 = 443.78

Oct 5376.43 x 6 = 322.59

Nov 58[illegible] x 6 = 34[illegible].68

9382.98 x [illegible] = 471.48

J
Si
A
Sq
Oct

2887 **6989**

288

4365

JAN: Sales 2631.02 x 1.31 = 34.46
1376 x 04 = 55.04
89.50

FEB. SALES 2574.31 NET
Gass, Gal 1543 x 04 =
= 61.72

MAR: Sale. 2867.45 - NET
Gass Gal. 1552 x 04 = 62.08

April Sales 3246.04 - NET
Gallons 1976 x 04 = 79.04

Sales = 2718.04 = NET
MAY Gal. 1288 x 04 = 51.52

June Sales 3166.71 NET
Gass. 1576 x 04 = 63.04

JULY Sales 4227.19 NET
Gallons 1816 x .04 = 72.64

AUG 3670.67 . NET
Gallons 1520 x 04 = 60.80

Sept. 4916.94 — NET
Gallons 1869 x 04 = 74.77

OCT. 3844.91 = 6990
Gallons 1412 x .04 = 56.48
[illegible]

CX 2288 D C

COMMISSION No. 288C

4366

Nov Sales 3872.82 - \ Net
Gallons 1437 × .04 = \ 57.48

Dec 4296.11 \ Net
1628 × .04 = 65.12

FEDERAL TRADE COMMISSION

Docket No. 8866 COMMISSION / RESPONDENT Exhibit No. 288C

In the Matter of: A&P

Date 1-31-73 Witness Seice Reporter Eve

6991

288C

CX 288C

FEDERAL TRADE COMMISSION
Docket No. 8866
In the Matter of A & P
Date 7-31-73 Witness
Reporter
~~COMMISSION~~ RESPONDENT Exhibit No. 3882

Robert L. Barnes #10
60 month loan @ $ 792.00
on theI5th each month - 8/I5/66

July 11-30 = 3288.10 x 28% = 920.67

Aug - 4487.82 x 28 = 1256.59
8/10 - Spec. 60 Qt Chur Milk .10¢ = 6.00
8/11-12-13 " 1# cheese 180 x .05¢ = 9.00
1271.59

Sept. 5529.27 x 28 = 1548.18

Oct. 5497.13 x 28 = 1539.19

Nov 4638.07 x 28 = 1298.65
11/18-26 214 ½ Pt x .05 = 10.70
11/30 180 ½ Gal. 2% Milk x .13¢ = 23.40
1332.75

Dec. 6098.73 x 28 = 1707.64
12/21-31 522 H+H Pt x .05 = 26.10
1733.74

2850

JAN 7081.31 X 5 354.06

FEB 6892.57 X 5% = 344.63

MAR 6883.62 X 5% = 344.18

April 8688.93 X 5 = 434.44

MAY 6641.71 X 5 = 332.08

JUNE 6891.22 X 5 = 344.56

JULY 9039.68 X 5 = 451.98

AUG 7554.53 X 5 = 377.73

8/15 Spec. 120 Qt cha x 10 12.00

Sept 8403.97 X 5 = 420.19

OCT 7472.99 X 5 = 373.65

Nov 8205.19 X 5 = 410.25

Dec 10,912.50 X 5 = 545.62

6993

288E

CX 288 D

L TRADE COMMISSION
mission Exhibit No. [illegible]

JAN: Sales 2616.11 x 1.1= 45.41
Glas Gal 443x 04= 17.72
Paper 745x04: 29.80
1/2 Gal 3110x02 62.20

155.21

FEB: SALES 2619.37 NET

Glass Gal. =444x04=17.76
Paper Gal. 905 x .04= 36.20
1/2 Gal Paper 2547x .02 = 50.94
104.90

2866.36
Mar Sales ~~[illegible]~~ Net
Glass Gallon 472x04=18.88
Paper " 1118x04 =44.72
1/2 Gal 2568x02 =51.36
114.96

April Sales 3260.97. Net
Glass Gal 528x04= 21.12
Paper Gal 1313x04: 52.52
1/2 Gal 2920x 02 = 58.40
132.04

MAY. Sales 2653.18: Net.
Glass 416 x 04: 16.64
Paper 1090 x 04= 43.60
1/2 gal. 2292 x 02 = 45.84
106.08
[illegible]

#886 NOTED

4370

June	Sales.	2534.51	NET
	Glass	.470 x 04 =	18.80
	Paper	.1021 x 04	40.84
	1/2 Gal	.2456 x 02	48.52
			108.16
JULY	Sales:	3027.73 -	NET
	Glass Gal	471 x 04 =	18.84
	Paper Gal	1241 x 04 =	49.64
	1/2 Gallon	2848 x 02 =	56.96
			125.44
AUG	Sales	26[illegible].23 -	NET
	Glass Gal.	400 x 04 =	16.00
	Paper Gal	967 x 04 =	38.68
	1/2 Gallon	2098 x 02 =	41.96
			96.64
Sept	Sales:	33[illegible].99 -	NET
	Glass Gal.	520 x 04 =	20.80
	Paper Gal	1247 x 04 =	[illegible]
	1/2 Gal	2[illegible]75 x 02 =	[illegible]
			123.3[illegible]
Oct	Sales -	2463.4[illegible] -	NET
	Glass	388 x .04 =	15.52
	Paper	937 x .04 =	37.48
	1/2 Gal	1787 x 02	35.74
			88.74
Nov	Sales -	2806.72 =	net
	Glass	271 x .04 =	10.84
	Paper	1337 x .04 =	53.48
	1/2 Gal	2074 x .02	41.48
		2886	105.80

6995

4371

Dec. Sales - 3492.58 net
Glass - 432 x 04 = 17.28
Paper = 1503 x 04 = 60.12
1/2 Gal = 2383 x 02 47.66

125.06

FEDERAL TRADE COMMISSION
Docket No. 8866 ~~COMMISSION~~ RESPONDENT EXHIBIT No. 288H
In the Matter of: A&P
Date 7/31/73 Witness Seidl Reporter Ere

6996

288H

JAN: 2638.71 X 1.7 = 44.85

Feb 2543.33 X —— Net

MAR 2677.69 — Net

April 3126.69 —— Net

MAY 2474.68 —— Net

JUNE 2229.12 —— Net

JULY 2853.16 —— Net

AUG 2721.25 —— Net

Sept 3578.50 —— Net

Oct - 2640.48 —— Net

10/10/66 - 276 Gallon Glass .04 = 10.96

396 " " Paper .04 = 15.84

1936 " " " .04 = 36.78

63.58

Nov 2872.78 —— Net

348 Gallons × .04 - 13.92

684 ~~2872~~ Paper × .04 27.36

2872 Hi-Lo × .0 57.44

98.72

6997

2872

Ex. No

Dec Sales	= 3844.59	net
Glass	404 x .04	16.16
Paper	900 x .04	36.00
1/2 Gal	3118 x .02 ✓	62.36
		114.52 ✓

FEDERAL TRADE COMMISSION

Docket No. 8866 COMMISSION / RESPONDENT Exhibit No. 288J

In the Matter of: A & P

Date 2-31-73 Witness Seidel Reporter Ew

288J

CX

4374

JAN 1978.32 x 1.7 = 33.63

FEB Sales 2036.63 - NET

Mar Sales 1962.07 - NET

April Sales 2263.85 - NET

MAY 1786.35 — NET.

JUNE 1703.71 — Net

JULY 2406.65 - NET

AUG 1867.63 — Net.

Sept 2612.72 - Net

Oct — 2130.58 — Net

10/1-1/86: 82 Gal. Flavor @ 4¢ 3.28
542 [illegible] Paper @ 4¢ 21.68
1175 [illegible] " @ 2¢ 23.50
48.46

Nov. 2414.90 - Net
103 Gallon x .04 4.16
(97[illegible]) 970 B Paper x .04 38.80
1529 [illegible] x .02 37.44
80.40

6999 288 for Dec →

(CX [illegible])

Sales : 3369.93
Glass 144 × .04 = 5.76
Paper 1130 × .04 = 45.20
Steel 2226 × .02 44.5
95.48

NO

4376

Paper 1130 x .04 = 45.20
½ Gal 2226 x .02 44.5✓
95.48

- Sales 4218.26 x 1.1 = 72.10
JAN. Glass 1186 x .04 = 47.44
Paper 603 x .04 = 24.12✓
½ 4196 x .02 = 82.92✓

227.21

~~JAN~~ Sales 4271.57 - Net
FEB. GLASS GAL. 1163 x04 = 46.52
Paper Gal 653 x04 = 26.12
½ gal 3730 x02 = 74.40
147.04

MAR. Sales 4185.68 — Net
Glass Gal 1149 x 04 = 45.96
Paper Gal 761 x 04 = 30.44
½ Gallon 3024 x 02 = 60.48
135.88

April Sales 4839.36 - Net
Glass Gal. 1645 x 04 = 65.80
Paper Gal 95 x 04 = 3.80
½ Gal 3324 x 02 = 66.48
136.08

Sales 3818.79 - Net
MAY Glass 1020 x .04 = 40.80
Paper 730 x 04 = 29.20
½ Gal. 2882 x 02 = 57.64
127.64

7000 288M

CX 288-

" Gal = 2709 x 02 = 54.18
126.0✓

July Sales 3812.00 Net
Glass Gal 912 x 04 = 36.48
Paper Gal. 810 x 04 = 32.40
" Gallon 3097 x 02 = 61.94
130.8✓

Sales 3571.48 Net
Aug: Glass Gal. 707 x 04 = 28.28
Paper Gal 694 x 04 = 27.76
" Gal 2552 x 02 = 51.04
107.08

Sept Sales: 4301.26: Net
Glass Gal. 813 x 04 = 32.52✓
Paper Gal 872 x 04 = 34.88
" Gal 3123 x 02 = 62.46
129.86

3,242.21 — Net
Oct Glass 640 x 04 = 25.60
Paper 679 x 04 = 27.16
" Gal. 2251 x 02 = 45.02
97.95

Nov 3,451.41 — Net
Glass 551 x 04 = 22.04
Paper 783 x 04 = 31.32
" Gal 2310 x 02 = 46.20
99.56
288 N

7001

CX

Dec

Sales =	4525.73		Net
Glass	689	× .04	27.56
Paper	1111	× 0.4	44.44
½ Gal	3067	× 02	61.34
			133.34

FEDERAL TRADE COMMISSION

Docket No. 8866 COMMISSION ~~RESPONDENT~~ Exhibit No. 288-O

In the Matter of: A&P

Date 1-3-73 Witness Seill Reporter Ene

7002

288-O

Burger's Supermarket 1969
6529 Columbia Ave.
Hammond, Indiana 46320 # 75

JAN.	10,553.41	X 7.5 =	791.51
FEB.	10,295.98	X 7.5	772.20
MAR.	12,211.24	X 7.5	916.85
APRIL	10,639.61	X 7.5	797.97
MAY	12,234.81	X 7.5	917.61
JUNE	9,703.41	X 7.5	727.76
JULY	9,911.88	X 7.5	743.39
AUGUST	10,908.04	X 7.5	818.10
SEPT	9,971.19	X 7.5	747.84
OCT.	12,050.79	X 7.5	903.81
NOV	17,894.16	x 7.5 =	1342.06
Dec	14,809.42	x 7.5 =	1110.71

FEDERAL TRADE COMMISSION
Docket No. 8866 COMMISSION Exhibit No. 288P
In the Matter of: A&P
Date 7-31-73 Witness Seidl Reporter

Model Food Center 1969
7440 Calumet Ave.
Hammond, Ind. 46320 # 75
DOLTON
WE1-5883 - WE1-7200

		NET
JAN	3,563 44	
FEB	3,252-67	—
MAR	4,417.19	—
APRIL	3,003-58	—
MAY	3,451.61	—
JUNE	3,166.19	—
JULY	3,104.65	—
AUGUST	3,846-39	—
SEPT	3,091.65	—
OCT	2,669.88	—
NOV.	6,475.01	—
Dec.	3589.03	—

FEDERAL TRADE COMMISSION
Docket No. 8866 ~~COMMISSION~~ RESPONDENT Exhibit No. 288Q
In the Matter of A&P
Date 7-31-73 Witness Seidl Reporter Ene

Wallies' Market → 30% 7/1/69 1969
5823 Calumet Ave.
Hammond, Indiana 46320 # 75

JAN - 3868.06 x 28%	1,083.33
1/6 - 11 ½ GAL SKIM 18 x .115	2.07
1/20-23 1# Cheese 378 x .054	19.90
	1105.30
FEB. - 3,659.93 x 28%	1,024.78
2/3 408 Fr Half - .09	36.72
2/17 204 YOGURT .04	8.16
	1,069.66
MAR - 3,442.11 x 28%	963.79
3/8 - 360 Fr Half x .0925	33.29
3/22 369 - 1# Cheese x .0415	15.32
	1,012.57
APRIL - 3,409.75 x 28%	954.73
4/2 - 114 - 2# Cheese x .03	4.42
4/12 - 90 XX x .095	8.55
4/19 - 186 Half x .088	16.37
	984.07
MAY - 4,172.98 x 30%	1,251.89
7/31 - 160 YOGURT x .057	9.12
	1,261.01
JUNE - 3,591.90 x 30%	1,077.57
6/14 - 354 Half - .089	31.51
6/28 - 132 YOGURT - .057	7.52
	1,116.60
JULY - 3,487.78 x 30%	1,046.33
7/12 - 45 ½ gal Milk .015	.60
7/26 - 286 YOGURT x .057	1.70
7/26 - 15 XXX x .086	1.29
AUG - OVER	1.049.92

FEDERAL TRADE COMMISSION
Docket No. 8866 ~~COMMISSION~~ RESPONDENT Exhibit No. 288R
In the Matter of A&P
Date 7-31-73 Witness Seidl Reporter Eu

30% WALLIES -

1969
AUGUST - 4,532.78 × 30 = 1,359.83
96 [illegible] .0154 1.48
12 [illegible] .024 2.88
1,364.19

SEPT - 3556.11 × 30 = 1066.83
54 40' OVRT .059 = 3.19
1,070.02

OCT - 5,621.28 × 30 = 1686.38
NO SPECIALS
Nov: 4805.46 × 30 = 1441.64

Lewis Cart. 12/2/69

FEDERAL TRADE COMMISSION
Docket No. 8866 ~~COMMISSION~~ RESPONDENT Exhibit No. 2885
In the Matter of: A&P
Date 7-31-73 Witness Seidl Reporter Eve

4383

30% Net
+
7.2%

Wilco Food Center
6300 Miller Ave.
Gary, Ind. 46403

1969
SHOP #1 DOWN
[illegible] #78

9805.15
JAN. ~~3563.44~~ X 7.2 = 705.97
345 PROMOTION ALLOW = 83.33
789.30

FEB. 9,405.74 X 7.2 = 677.21
LOW FAT [illegible]. 11,847.31 X 7.2 = 853.01
.2901 - 33.3 9,457.28 X 7.2 = 663.82
APRIL PROMOTION ALLOW - = 249.99
[illegible]

MAY 11,361.88 X 7.2 818.06
PROMOTION ALLOW 83.33
901.39

JUNE 8,913.99 X 7.2 641.81
PROMOTION ALLOW 83.33
725.14

JULY 8,121.17 X 7.2 584.72
PROMOTION ALLOW - 83.33
668.05

AUG. 11,395.90 X .072 820.50
PROMOTION ALLOW 83.33
903.83

SEPT. 9,233.67 X .072 664.82
PROMOTION ALLOWANCE 83.33
748.15

OCT. 9,853.59 X .072 709.46
PROMOTION ALLOWANCE 83.33
792.79

NOV. 12706.47 X .072% = 914.87
83.33
998.20

FEDERAL TRADE COMMISSION
Docket No. 8866 ~~Respondent~~ Exhibit No. 288T
In the Matter of: A+P
Date 7-31-75 Witness Sill Reporter Ere

7007

2887

Dec. 10,010.68 x .072 = 720.77
+ 83.52
$804.18

[illegible] ch. & accep
Rec'd for mills
effective 3/9/70

FEDERAL TRADE COMMISSION
Docket No. 8866 Exhibit No. 2880
In the Matter of: A & P
Date 1-31-73 Witness Seidl Reporter

Tittle Supermarket
8500 Village Ct.
Gary, Ind.

1969
78

JAN.	4019.13	X 2% =	80.38
FEB.	4,46[illegible].81	X 2%	89.26
MAR.	5,169.68	X 2%	103.39
APRIL	3,278.65	X 2%	65.57
MAY	4,672.56	X 2%	93.45
JUNE	3,420.64	X 2%	64.21
JULY	3,268.71	X 2%	65.37
AUG.	3,830.61	X 2%	76.61
SEPT –	3,789.61	X 2%	75.79
OCT –	5,007.76	X 2%	101.5[illegible]
NOV. –	5886.70	X 2% =	117.73
Dec.	5569.96	x 2% =	111.40

FEDERAL TRADE COMMISSION
Docket No. 8866 ~~COMMISSION / RESPONDENT~~ Exhibit No. 288
In the Matter of: A & P
Date 7-31-73 Witness: Seidl Reporter Ere

Tittle Super Markets 1969
501 Lake St. (MILLER IND) # 78
Gary, IND 46403

JAN 4120.24 X 2% = 82.40
FEB 4,134.20 x 2% - 82.68
MAR 4,761.43 x 2% 95.23
APRIL 3,169.10 x 2% 63.38
MAY 4,315.07 x 2% 86.30
JUNE 3,270.05 x 2% 65.40
JULY 3,152.59 x 2% 63.05
AUG - 3,643.57 x 2% 72.87
3,471.52 x 2% 69.43
SEPT - 4,028.40 x 2% 80.57
OCT - 4588.17 x 2% = 91.76
NOV - 3912.77 x 2% = 78.26
Dec -

FEDERAL TRADE COMMISSION
Docket No. 8866 ~~COMMISSION~~ RESPONDENT Exhibit No. 288W
In the Matter of: A v 1
Date 1-31-73 Witness Seidl Reporter Em

Tittle's Supermarket
8341 Wicker Blvd. 1969
Highland, Indiana # 75

JAN 2882.26 x 2% = 57.64
FEB. 2,762.62 x 2% = 55.25
MAR. 2,850.11 x 2% = 57.00
APRIL. 2,055.28 x 2% = 41.11
MAY - 2,980.68 x 2% = 59.61
JUNE - 2,209.89 x 2% = 44.20
JULY - 2,432.16 x 2% = 48.64
AUGUST - 2,574.89 x 2% = 51.49
SEPT - 2,579.96 x 2% = 51.60
OCT - 3,182.15 x 2% = 63.64
NOV - 4,550.13 x 2% = 91.01
Dec. 3281.54 x 2% = 65.63

FEDERAL TRADE COMMISSION
Docket No. 8866 ~~Commission~~ Respondent Exhibit No. 288X
In the Matter of A&P
Date 7-31-73 Witness Geil Reporter

4388

·IB (2·61)

GENERAL SALES DEPARTMENT: Jan. 1970

REQUEST FOR SPECIAL SALES EXPENSE CHECK

TE 2/9/70 BRANCH Hammond Branch #181 REQUEST NO.

OUNT OF CHECK REQUESTED $ PAYABLE TO AS LISTED

MILK

AUTHORIZED BY

APPROVED BY
DIV. MGR.

ON CX10

DISPOSITION OF CHECK

NAME	ADDRESS	REASON	PERIOD COVERED FROM	TO	AMOUNT	
Southside Bantam Mkt.	8830 Kennedy Ave. Highland, Ind.	4666.40 x 28%	12/23	1/31	1306.59	
J. Tittles	8341 Wicker Blvd. Highland, Ind.	3488.44 x 2%	"	"	69.78	✓
J. Tittles	301 Lake St. Miller, Ind.	4425.22 x 2%	"	"	88.50	✓
J. Tittles	3500 Village Crt. Gary, Indiana	5314.86 x 2%	"	"	106.30	✓
Burger's Super Mkt.	6529 Columbia Ave., Hmd.	13359.82 x 7.5	"	"	1001.99	✓
Wilco Food Center	6300 Miller Ave. Gary, Ind.	13772.94 x 7.2 = 991.65 + 83.23		"	1074.88	✓
Stop & Shop Mkt.	105 E. Main St. Griffith, Ind.	25[illegible] x 28 + 10.36	"	"	[illegible]	
(Galic) Stan's Grocery	401 Colfax Griffith, Ind.	1011.61 x 30	"	"	303.48	
Jim's Marathon Service	45th Street Highland, Ind.	210.86 x 30	"	"	63.26	

1/ PLUS SEPARATE REBATE OF 46.42

FEDERAL TRADE COMMISSION
Docket No. 8866 ~~COMMISSION~~ RESPONDENT Exhibit No. 289A
In the Matter of: A&P
Date 7-3-73 Witness Seidl Reporter

7012

CX 289 A

4389

S.F. 115 (2-61)

TO GENERAL SALES DEPARTMENT: Feb

REQUEST FOR SPECIAL SALES EXPENSE CHEC

DATE 3/6/70 BRANCH Hammond Branch #181 REQUES

AMOUNT OF CHECK REQUESTED $ PAYABLE TO As listed

AUTHORIZED BY

APPROVED BY

DIV. MG

DISPOSITION OF CHECK

CNCX 108

ROUTE NO.	PAGE NO.	NAME	ADDRESS	REASON	PERIOD COV. FROM
✓		Southside Bantam Mkt.	8036 Kennedy Ave., Highland, Ind.		3/1
3.23 x ✓	2	J. Tittles	8341 Wicker Blvd., Highland, Ind.	✓	"
3.2 x ✓	2	J. Tittles	301 Lake Street, Miller, Ind.	✓	"
.20 x ✓		J. Tittles	8500 Village Court, Gary, Indiana	✓	"
4.60 x ✓	7.5	Barger's Super Mkt.	6529 Columbia Avenue, Hammond, Ind.	✓	"
.86 x	7.2	Wilco Food Center	5200 Miller Ave., Gary, Inc.	✓	"
✓		Stop & Shop Mkt.	103 B. Main Street, Griffith, Ind.		"
✓		Stan's Grocery	401 Colfax, Griffith, Indiana	Ck # 3316	"
✓		Jim's Marathon Service	45th Street, Highland, Indiana		"

also Mailed Ck # 3374 – Jan. Rebate
3/18/70

FEDERAL TRADE COMMISSION
Docket No. 8866 ~~COMMISSION~~ RESPONDENT Exhibit No. 2898
In the Matter of: A&P
Date 7-31-73 Witness Seidl Reporter Ex

CX 2898 B

4390

Mar 197

S.F.115 (2-61)

TO GENERAL SALES DEPARTMENT:

REQUEST FOR SPECIAL SALES EXPENSE CHECK

DATE 4/6/70 BRANCH Hammond Branch #181 REQUEST NO. ____

AMOUNT OF CHECK REQ[illegible] As listed PAYABLE TO as listed

AUTHORIZED BY ____

APPROVED BY ____ DIV. MGR.

DISPOSITION OF CHECK

TE	PAGE NO.	NAME	ADDRESS	REASON	PERIOD COVERED FROM	PERIOD COVERED TO	AMOUNT
	238	Southside Bantam Mkt.	8836 Kennedy Ave., Highland, Ind.		3/2	3/28	666.13
	[illegible]	J. Tittles	8341 Wicker Blvd., Highland, Ind.		"	"	52.36
	2	J. Tittles	301 Lake Street, Miller, Indiana		"	"	72.18
	[illegible]	J. Tittles	8500 Village Court, Gary, Indiana		"	"	87.04
	75	Burger's Super Mkt.	6529 Columbia Ave., Hammond, Ind.		"	"	822.07
	89	Stop & Shop Mkt.	105 E. Main Street, Griffith, Inc.		"	"	864.16
	3	Stan's Grocery	401 Colfax, Griffith, Ind.		"	"	282.35
	24x36	Jim's Marathon Service	45th St., Highland, Indiana		"	"	44.98

FEDERAL TRADE COMMISSION
Docket No. 8846 Exhibit No. 289C
In the Matter of A&P
Date 1-3-73 Witness Seidl Reporter Erv

701

Y / C

Interest Refunds Received from Borden Company By Wilco Food Center During Selected Time Periods

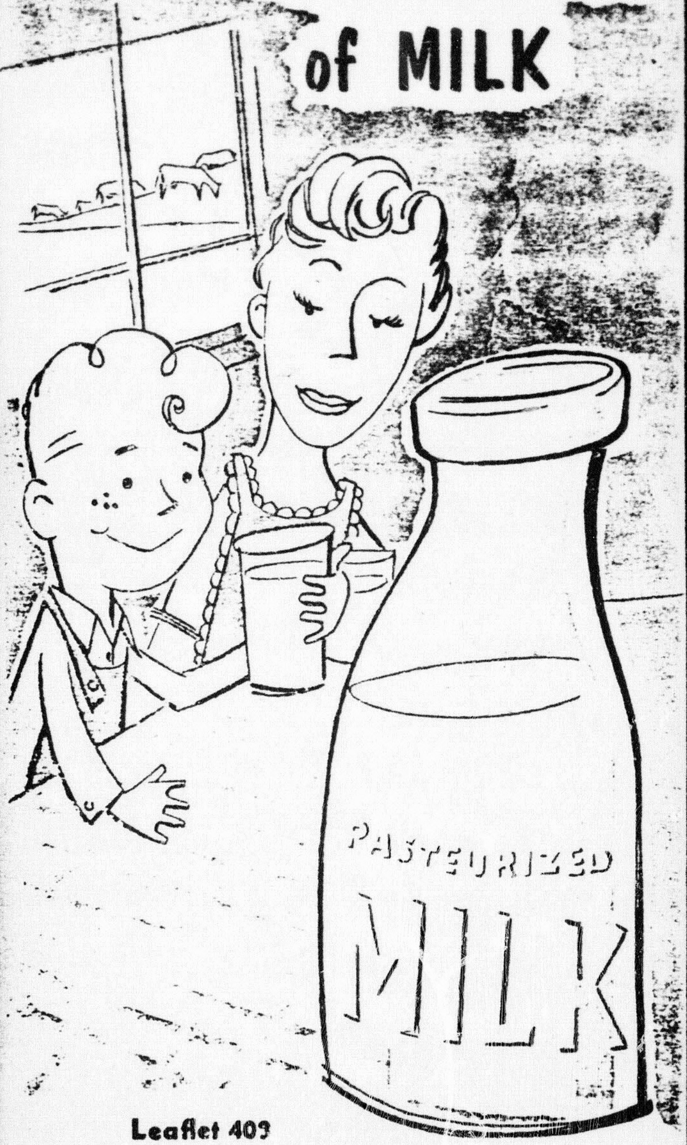
Date Received	Applicable to Month of	Amount
10/16/66	October 1966	$32.00
11/27/66	November 1966	31.50
1/4/67	December 1966	31.00
1/21/67	January 1967	30.50
3/2/67	February 1967	30.50
3/29/67	March 1967	28.50
10 Months Period Ending 3/31/70	-	-0-

Source: RAPX 24-28.

CX290

4392

FACTS About Pasteurization of MILK


PASTEURIZED
MILK

Leaflet 409

U.S. Department of Agriculture

Milk, one of our best foods, contains bacteria. Most of these are either harmless or beneficial; but there may be present bacteria that cause some of our worst diseases. Pasteurization kills disease-producing bacteria, and thus makes milk safe to drink.

Pasteurization does not involve complete sterilization. It is the process of heating milk sufficiently to kill disease-producing bacteria and to diminish the numbers of other micro-organisms. The process is named for Louis Pasteur, who first developed the procedure to prevent spoilage of other food products.

Although milk can be contaminated after pasteurization, present methods of packaging and handling milk make such an occurrence unlikely.

Over 90 percent of all market milk is pasteurized. Most large cities do not permit the sale of raw milk, but it is still sold in some smaller towns and rural areas. The United States Department of Agriculture recommends the pasteurization of all market milk.

GUARDING AGAINST DISEASE

People in a community that permits the sale of raw milk are in danger of getting milkborne diseases.

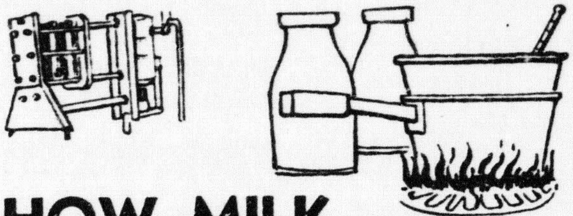
Numerous outbreaks of typhoid fever, paratyphoid fever, diphtheria, septic sore throat, scarlet fever, dysentery, Q-fever, and gastroenteritis in the United States have been traced to bacteria in raw milk. Other diseases, including tuberculosis and undulant fever, may be transmitted to human beings in the raw milk from diseased cows.

There are numerous ways that disease-causing bacteria can get into raw milk, even though great care is taken to keep such milk clean and safe.

For example, it is impossible for health authorities to be sure that all persons who handle milk before it is bottled or packaged are free from disease-causing bacteria that can be transmitted by human beings. A particular hazard is the carrier—that is, a person who harbors and transmits a communicable disease to which he himself is immune.

It is also impossible to be sure that all dairy farms are free at all times from polluted water and other sources of contamination. Nor can it be certain that milk from a diseased cow will not accidentally enter the milk supply.

It takes only a few disease-causing bacteria to make milk unsafe. Once they are in milk, the bacteria thrive; soon they multiply into enormous numbers.



HOW MILK IS PASTEURIZED

Commercial Pasteurization

Milk for direct consumption is pasteurized commercially by one of two processes.

In the *holder* process, milk is heated until every particle reaches a temperature of at least 145° F.; it is held at this temperature for at least 30 minutes.

In the *short-time, high-temperature* process, milk is heated until every particle reaches a temperature of at least 161° F.; it is held at this temperature for at least 15 seconds.

Milk pasteurized by either process is cooled immediately to 50° F. or lower.

Home Pasteurization

Milk may be pasteurized effectively at home by one of the three methods described below.

In the bottle.—Remove the cover from one bottle and pour out a little of the milk. Punch a hole in the cover and replace the cover. Insert a thermometer in the hole.

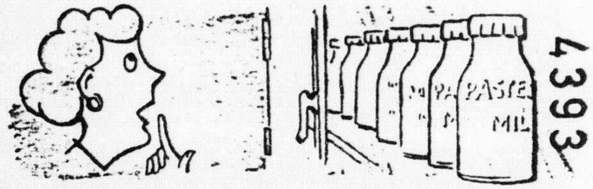
Place bottles of milk on a rack in a pail. Pour warm water into the pail until the water is level with the milk. Heat until the thermometer in the milk registers 145° F. Stop heating. Leave bottles in the hot water for 30 minutes; reheat slightly if necessary to keep the milk at 145°.

After 30 minutes, replace the hot water gradually with cold water until the milk has cooled. If possible, use ice in the last cooling water. After the milk cools, keep it cold.

In double boiler.—Pour milk into top of double boiler. Insert a thermometer in the milk. Heat over hot water until the thermometer registers 165° F.; stir the milk constantly while it heats.

When milk reaches 165° F. remove the top of the double boiler and set it in cold water; change the water frequently or put ice in the water. Continue to stir the milk until it is cool. Cover the container of milk and store it in a cold place.

In batch-type home pasteurizer.—Electric batch-type home pasteurizers with a capacity of 2 gallons or more can be bought from supply houses. As little as 2 quarts of milk can be pasteurized in these appliances. They are nearly automatic; pasteurization can be carried out properly with only a little attention. Operating directions for these pasteurizers are provided by the manufacturers.



MISTAKEN BELIEFS ABOUT PASTEURIZATION

Though nearly all physicians, sanitarians, and dairymen have long favored pasteurization, some opposition to it exists. Most objections are based on mistaken beliefs about this process.

Some of the more persistent of these beliefs are stated below, along with the facts that disprove them.

BELIEF.—Putrefactive—or decay-producing—bacteria multiply much faster in pasteurized milk than they do in raw milk, because heating kills the lactic-acid-producing bacteria that check the development of the decay-producing organisms in raw milk.

FACTS.—Pasteurized milk is not a better medium for the growth of putrefactive bacteria than raw milk. Milk, either raw or pasteurized, rarely

have such a disagreeable taste that no one would willingly drink it.

Pasteurization does destroy many of the lactic-acid-producing bacteria; for this reason pasteurized milk usually keeps sweet longer than raw milk.

BELIEF.—Bacteria that get into pasteurized milk multiply faster than they would in raw milk.

FACT.—Experiments show that bacteria added to pasteurized milk and bacteria added to raw milk multiply at about the same rate.

BELIEF.—Pasteurization leads to careless handling of raw milk; farmers and other milk handlers, knowing milk is to be pasteurized, relax their efforts to keep raw milk clean.

FACTS.—Pasteurization has led to more careful handling of raw milk.

At present, high standards for sanitary handling of raw milk to be pasteurized are prescribed by law in practically all States; these standards apply to both farms and dairy plants. In addition, most States prohibit the handling of milk by any person who has a transmissible disease.

BELIEF.—Pasteurization may be carelessly done; therefore it is not always effective.

FACTS.—Mechanical controls on commercial pasteurizing equipment have reduced the chances for carelessness. These controls automatically return milk that is inadequately processed to the part of the pasteurizer that holds the raw milk.

Official inspection in all pasteurizing plants is a further check on carelessness. The inspection includes chemical tests of the pasteurized milk; these tests show whether the milk has been properly processed.

BELIEF.—Pasteurization inactivates certain enzymes that human beings need to get from milk.

FACT.—There is no present evidence that pasteurization inactivates any enzyme that human beings must get from milk.

BELIEF.—Pasteurization destroys the vitamins in milk and so destroys much of its food value.

FACTS.—Of the several vitamins present in milk, only two—the B-vitamin thiamine and vitamin C (ascorbic acid)—are materially reduced. These vitamins are supplied abundantly in certain other foods. Pasteurization does not destroy

milk is used as the main food, as it is in infant feeding, it should be supplemented with a source of vitamin C, such as orange juice.

BELIEF.—Babies do not digest pasteurized milk as thoroughly or as easily as they digest raw milk.

FACT.—Experiments have shown that there are only slight differences in the digestion of raw and pasteurized milk by babies. Where there are differences, they usually are in favor of the pasteurized product.

BELIEF.—Pasteurized milk has a cooked taste.

FACT.—Proper pasteurization does not injure flavor of milk. If a cooked flavor is present, it is due to overheating or to heating too fast. With the pasteurizing apparatus now available, temperatures can be controlled so that flavor is not affected.

BELIEF.—Pasteurization is too expensive.

FACTS.—When milk is pasteurized in large quantities, the cost is but a fraction of a cent a quart. If smaller quantities are handled, the cost may rise to about a cent a quart.

BELIEF.—Pasteurization is unnecessary in rural areas because milk goes directly and promptly from producer to consumer.

FACTS.—Pasteurization is necessary in rural areas. A large proportion of the epidemics of milkborne diseases have occurred outside of the cities. Of these, practically all have had their sources on farms.

4394

This leaflet was prepared by the Eastern Utilization Research and Development Division, Agricultural Research Service. It supersedes Leaflet 177, The Pasteurization of Milk.

Washington, D. C. Issued December 1956

Slightly revised May 1967

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Washington, D. C. 20402 - Price 5 cents

☆ U.S. GOVERNMENT PRINTING OFFICE : 1967—O-256-201

4395

ARTICLES OF AGREEMENT

MILK WAGON DRIVERS
and
DAIRY EMPLOYEES UNION

Local No. 835

Lake County, Indiana

I. B. of T., C., W. and H. of A.

JULY 1, 1963

~~Exhibit~~

4

CX 298A

FEDERAL TRADE COMMISSION

Docket No. 671-0149

COMMISSION RESPONDENT Exhibit No. 114 Jordan

In the Matter of: A J T

Date 11-15-76 Witness Reporter LB

ARTICLES OF AGREEMENT

MILK WAGON DRIVERS
and
DAIRY EMPLOYEES UNION

Local No. 835

Lake County, Indiana

I. B. of T., C., W. and H. of A.

JULY 1, 1963

B

4397

ARTICLES OF AGREEMENT

ARTICLES OF AGREEMENT Between

MILK DEALER, Party of the First Part, hereinafter called the Employer, and the MILK WAGON DRIVERS AND DAIRY EMPLOYEES UNION, Local No. 835, of Lake County, Indiana, I. B. of T. C. W. and H. of A., Party of the Second Part, hereinafter called the Union.

ARTICLE I

The Employer hereby recognizes the Union, Local No. 835, as the sole and exclusive bargaining agent for all those employees in the job classifications herein described, in the matter of wages, hours and other terms and conditions of employment, and for the purpose of settlement of all disputes and grievances affecting such employees during the term of this Agreement.

The Employer shall have the right to employ whomsoever he determines is fit for available jobs. All present employees shall retain membership in good standing with the Union as a condition of employment. New employees shall, after thirty (30) days' employment, become members of the Union and thereafter retain membership in good standing with the Union as a condition of employment. Upon receipt of a written notice from the Union that an employee has failed to join the Union or maintain his membership therein, the Employer shall discharge said em-

C

ployee within seven (7) days of such notice, provided such discharge is not contrary to applicable law. This paragraph is in conformity with the terms of the National Labor Relations Board election which was held December 14, 1949.

Managers and assistant managers employed at the Employer's pasteurizing plant shall not be subject to the terms of this Article or this Agreement unless such managers or assistant managers perform the duties of a regular employee in one of the classifications herein enumerated. One office employee whose work is of a confidential nature shall not be affected by nor be subject to the terms of this Agreement.

The Employer agrees to recognize any wage deduction authorization request properly executed by employees authorizing deductions from their wages for the payment of Union dues, provided such assignments comply with the laws of the State of Indiana and the laws of the United States. These deductions shall be made monthly.

Should any part or parts of this Article be found to be contrary to the laws of the United States, or laws of the State of Indiana, such part or parts shall be null and void.

The Union agrees to indemnify the Employer for any and all loss and expense which the Employer may sustain by reason of claims made by employees against the Employer because of compliance with the terms of this Article.

ARTICLE II

All employees coming under the provisions of this Agreement shall be entitled to a five-day week and shall not be compelled to work more than five days in any one week, except in cases of emergencies or unusual circumstances where competent relief help is unavailable.

Seniority in the selection of days off for all employees shall prevail in the following classifications:

(A) Routemen, swing men, and special delivery men, in their respective groups of six employees.

(B) Foremen, loaders, platform men, truck washers and cooler men, pasteurizing and processing employees, and miscellaneous general employees in their respective groups.

(C) Office employees, in their respective groups.

ARTICLE III

It is agreed that all employees coming under the jurisdiction of this Agreement shall, at the end of fifty-two (52) weeks of continuous service with one Employer, be entitled to one (1) week's vacation with pay. If, at the end of fifty-two week of continuous service an employee either resigns or is discharged, he shall be given one (1) week's pay in lieu of a vacation. An employee starting to work between November 1st and April 30th shall not be entitled to schedule for a vacation until the second vacation period following his

D

employment. Vacation periods shall be from May 1st to November 1st of each year. Split and/or off-season vacations may be taken when consented to by both the Employer and the Union. Employees shall pick their vacation by order of company seniority in their respective classifications. If an employee splits his vacation, he shall have one pick of whatever continuous length of time he desires, his second and succeeding picks shall be exercised after all others have had their picks in accordance to seniority.

After two (2) years of continuous service with one Employer, and up to seven (7) years of accumulated service with any one Employer, these employees shall be entitled to two (2) weeks' vacation with pay.

All employees having seven (7) years of accumulated service with any one Employer shall be entitled to three (3) weeks' vacation with pay.

All employees having fifteen (15) years of accumulated service with any one Employer shall be entitled to four (4) weeks' vacation with pay.

No employee shall suffer a loss in pay due to absence from work on the three (3) days immediately following the death of a spouse, child, parent, mother-in-law or father-in-law.

Drivers may balance books upon leaving and upon returning from vacation, and shall not be liable for vacation relief man's shortages if such balance is made.

Should any employee resign, retire or be discharged before a period of fifty-two (52) weeks since the last anniversary date of his employment, he shall receive 1/12th of his annual vacation credit for each full month worked after such anniversary date.

ARTICLE IV

No employee shall be dismissed without sufficient cause. The Union agrees that proof of dishonesty or drinking while on duty shall constitute sufficient cause for dismissal without notice.

Smoking or chewing while contacting customers, chewing tobacco in the plant, or absence from employment without notice shall be cause for a one (1) week's lay-off without pay.

It is agreed by the Union that any employee wishing to quit his position will give the Employer one (1) week's written notice. It is agreed by the Employer that if he wishes to discharge an employee he will give such employee one (1) week's written notice. At the expiration of the week the employee shall receive all money due him, and on request, be issued a statement in reference to his character and service.

When it becomes necessary for an employee to leave his employment because of sickness or accident, he shall be given his old position when he is again able, in the judgment of competent medical authority, to perform the duties of the job, and he shall continue his seniority provided he or his representative reports to the Employer and the Union, each calendar month during his illness.

Leaves of absence shall be granted only upon written approval by both the

Employer and the Union. Vacations in such cases shall be prorated on the basis of actual time worked.

ARTICLE V

Company seniority shall prevail when making lay-offs of employees because of elimination of positions or routes, provided it shall not interfere with the selection of competent properly qualified employees. Seniority shall be governed by the length of uniterrupted service with the company or with the company's predecessor. Employees who have been laid off shall be re-hired according to seniority before new employees are hired, provided that this does not interfere with the selection of competent, qualified employees; and further provided that a laid-off employee returns to work within five days after notification by the Employer. Seniority shall prevail in departmental classifications as follows:

(A) All employees covered by the wage scale in Article 13.

(B) All employees covered by wage scale (A) in Article 28.

(C) All employees covered by wage scale (B) in Article 28.

Foremen will not be subject to seniority while employed in that capacity. However, if a foreman is demoted, he will take on company seniority rating on the basis of his total continuous length of service with the Employer.

Men hired to do temporary relief work shall not be included in the seniority provisions of this Agreement.

ARTICLE VI

The Employer further agrees not to employ helpers on trucks to avoid the payment of the routeman's scale of wages.

It is further agreed by both parties hereto that none, except authorized employees of the company shall be permitted to ride on any delivery vehicle or serve customers therefrom.

ARTICLE VII

No employee will be asked by the Employer to take a Polygraph test or to make any written or verbal contract which may conflict with the terms of this Agreement.

ARTICLE VIII

There shall be a Steward at each place of employment whose duty it will be to see that the members of the Union live up to the rules of the Union and the Employer. The Steward shall be elected by the members of the Union working at said place of employment employing at least twenty-five (25) men, subject to the approval of the Union and the Executive Board.

ARTICLE IX

The Business Representative of the Union, or his agent, shall have access to the payroll records of the Employer, when there is a question as to whether the Employer is fully complying with the wage provisions of this Agreement.

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ARTICLE X

Should any dispute occur in respect to the interpretation of any article of this Agreement, or the application thereof, or should any dispute occur not provided for in any article of this Agreement, such controversies shall be disposed of in the following manner:

The aggrieved party shall immediately notify the other in writing of the dispute, controversy or unsettled grievance, which notice shall state the position or interpretation of the complaining party, and said dispute shall then be submitted to a committee of five (5) persons for decision. The complaining party shall, at the time of notifying the other party of his grievance, select two (2) persons for membership on such committee and the other party to said controversy shall then, within two (2) days, select two (2) persons to act on such committee, and then the four (4) persons so selected shall, within five (5) days, meet and select a fifth member of such committee. The committee so selected shall then, within five (5) days, hear such controversy and the matters in dispute, and shall then make a decision thereon. The decision of a majority of such committee of five members shall be final and binding upon both parties to this Agreement. There shall be no strike or lockout, or other action taken by either party while a matter is pending under this Article. All expenses of arbitration are to be shared equally by both parties.

ARTICLE XI

Should the Union hereafter enter into any agreement with any milk dealer operating or delivering within a territory north and east of U. S. Highway No.330, west of the Porter County Line, and south of Lake Michigan, excepting that part of said territory which lies within the corporate limits of Chicago, upon terms and conditions more advantageous to such dealer than the terms and conditions of this Agreement; or should the Union sanciton a course of conduct enabling any dealer doing business in the area above described to operate under more advantageous terms and conditions than those provided for in this Agreement, the Employer shall be entitled to adopt such terms and conditions in lieu of those contained in this Agreement.

It is further agreed and understood that is shall be considered a violation of this contract for any Employer signator hereto to have in his employ any employee selling and/or delivering milk or dairy products in Lake County, Indiana, working under any other terms or conditions of employment than those specified in this Milk Wagon Drivers and Dairy Employees' contract. No Employer shall sell routes to employees without negotiating with the Union.

ARTICLE XII

It shall not be considered a violation of this Agreement for any member of this Union to refuse to deliver goods where a strike, work stoppage or lockout occurs, providing such strike, work stoppage or lockout has been conducted legally under terms of applicable State or Federal laws.

G

ARTICLE XIII

It is agreed between the parties that Articles 13 to 27 inclusive shall apply exclusively to the work classifications for which wage rates are established by this Article 13.

EFFECTIVE JULY 1, 1963, through JUNE 30, 1965, the following wage rates shall be paid:

	Weekly Rate	Per Diem
Route Foremen	$136.80	$27.36
Route Swing Men	130.80	26.16
Retail Routemen	119.00	23.80
Store Routemen	127.30	25.46
Wholesale Routemen (Receiving Commission)	132.80	26.56
Wholesale Routemen (Not Receiving Commission)	132.80	26.56
Special Delivery or Extra Men	124.80	24.96
Truck Drivers and Can Haulers	125.80	25.16
Transport Drivers - Days	125.80	25.16
Transport Drivers - Nights	129.80	25.96

In addition to wages and commissions, Retail Routemen shall be paid Incentive Pay of One Dollar ($1.00) per One Hundred ($100.00) Dollars of net retail collections.

Net retail collections shall be determined from all money collected for Retail Points and Packages as defined in Article 15.

These Incentive Pay earnings shall be paid each month along with the regular commission earnings.

In the event of route splits as described in Article 22, Incentive Pay earnings shall also be included in the computation of amount of guarantee.

New inexperienced men, after learning route, employed outside for a regular route or vacation relief work, shall receive Five ($5.00) Dollars less than the regular wage scale for sixty (60) days. After the said sixty days, they shall receive the regular wage scale.

In all classifications whenever a foreman, route swing man, or extra man is on any day required to run a route of over 800 points per day based upon a monthly average sale, he shall receive 60% of one day's commission based on the monthly average commission of the route he runs. The balance of the commission of the route for that day shall be credited to the regular driver on that route.

Any employee working in excess of five days in any one work week shall receive the per diem rate for such extra day worked, and in addition, as overtime pay, a sum equal to one-half the per diem rate.

Any employee having received more than the scale of wages specified in the preceding Agreement expiring June 30, 1963, shall have that amount added to his wages as specified in this Article.

No employee shall suffer a reduction in wages because of the provisions of Article 13 of this Agreement, except as is specifically provided in said Article.

No major change shall be made in days of route operation without negotiation with the Union.

H

ARTICLE XIV

It is agreed by the parties hereto that in computing the commissions hereinafter set forth, a point of goods is defined as 1 quart of milk, or 1 quart of chocolate drink, or 1 quart of buttermilk, or 1 quart of skim milk; 1 pint of milk, or 1 pint of chocolate drink, or 1 pint of buttermilk. 3 1/3 quarts of milk, or 3 1/3 quarts of chocolate drink, or 3 1/3 quarts of buttermilk; 4 1/2 pint of milk, or 4 1/2 pints of chocolate drink, or 4 1/2 pints of buttermilk; 2 gills of cream, or 1 1/2 pint of cream; Egg Nog - 4 points per quart and 2 points per pint. 2 1/3 quarts of milk shall be considered as one point only when delivered to vending machines.

Commission on Half and Half, or products (other than cream) containing more than 6% butter fat shall be paid for at the rate of one and one-half (1 1/2) points.

It is further agreed that in computing the commissions hereinafter set forth a package shall be one pound of butter, or one dozen of eggs, or one pound of cottage cheese, or one jar of cottage cheese.

Commissions on all non dairy items shall be negotiaited.

Itemized monthly balance sheet with information as per sample used in negotiations shall be furnished to each routeman.

ARTICLE XV

Points and packages as defined in Article 14 for the purpose of commission payments shall be classified as follows:

(A) **Retail points and packages** are points and packages delivered or sold to a purchaser who consumes, but does not resell the product.

(B) **Store points and packages** are points and packages delivered or sold to a food or grocery store purchaser who resells for consumption off the premises.

(C) **Wholesale points and packages** are points and packages delivered or sold to restaurants, hospitals, institutions, mill canteens, cafeterias, hotels, schools, drug stores, fountains, food processing and manufacturing plants, railroads, steamship lines, all eating establishments, and to any wholesale purchaser who purchases such points and packages for resale use or consumption on or about the premises.

Retail Routemen are those employees who deliver points and packages as described in Paragraph (A) exclusively, or who deliver some points and packages as described in Paragraph (A) and some points and packages as described in either or both Paragraph (B) and (C). Retail Routemen, as defined in this Article, shall receive in addition to the wage provided for in Article 13, a commission of Seventy (70c) Cents per hundred points for all points delivered or sold in excess of 1143 points per 6-day week and a commission of One (1c) Cent per package for all packages delivered or sold.

Store Routemen are those employees who deliver points and packages as described in Paragraph (B) exclusively. Store

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Routemen, as defined in this Article, shall receive in addition to the wage provided for in Article 13, a commission of Sixty-five (65c) Cents per hundred points for all points delivered or sold in excess of 1143 points per 6-day week and a commission of One (1c) Cent for all packages delivered or sold.

Wholesale Routemen receiving commission are those employees who deliver some points and packages described in Paragraph (B) and some points and packages as described in Paragraph (C). Wholesale Routemen receiving commission, as defined in this Article, shall receive in addition to the wage provided for in Article 13 a commission on store points and packages as described in Paragraph (B) of Sixty-five (65c) Cents per hundred points delivered or sold in excess of 1143 points per 6-day week and a commission of One (1c) Cent for all packages. No commission shall be paid wholesale routemen receiving commission for wholesale points and packages sold or delivered as described in Paragraph (C). At the option of the Employer, and whenever the Employer deems it avisable, wholesale routemen receiving commission may be paid the wage of a store routemen as provided in Article 13, in which event they shall receive a commission of Sixty-five (65c) Cents per hundred points for all points in excess of 1143 points per 6-day week and One (1c) Cent per package for all packages, regardless of whether said points and packages are store points and packages or wholesale points and packages as described in Paragraph (B) and (C).

Wholesale Routemen not receiving commission are those employees who deliver points and packages as described in Paragraph (C) exclusively. Wholesale Routemen not receiving commission shall receive the base wage provided for in Article 13. Such routemen shall not receive commission.

ARTICLE XVI

All packaged dairy products for use in vending machines are to be delivered by routemen as described in this contract. and commissions shall be paid on all such packaged goods.

No member of Local Union No. 835 shall mark prices on dairy products delivered by him.

ARTICLE XVII

All weekly wages shall be paid on Thursday for the preceding week ending Saturday.

All commissions are to be paid monthly. The preceding month's commission shall be paid not later than the fourth Thursday of the following month. Monthly statement of goods sold shall be made available to routemen on request.

ARTICLE XVIII

A routeman who is absent from his route because of sickness or injury for not more than fourteen calendar days in any one calendar year shall receive commission from same, with the exception of men whose routes run over 800 points per day, and the route swing man is paid commission as provided in Article 13, Paragraphs 5 and 6. After that period, commission is to be paid to the man who is on the route.

ARTICLE XIX

If a route swing man is required to serve two complete routes alone in one day, he shall receive two days' pay. If he serves any part of two routes, he shall receive time and one-half for all hours in excess of nine (9) hours, based on his reporting and checking in time. The hourly rate for computing overtime shall be determined by dividing the per diem rate by eight.

If a foreman is required to run a route alone, he shall be allowed to drive in, unload his returns and settle his accounts as soon as his route is properly finished. No further work shall be required of him on that day.

ARTICLE XX

All experienced routemen and route swing men are to be paid while learning route. New inexperienced men are to be paid one-half pay while learning route.

ARTICLE XXI

Any employee working 51% of his time in one day at any of the preceding classified occupations shall receive for that day the highest scale specified.

No employee shall be paid less than his regular rate of pay, even though he may work 51% or more of his time in a classification lower than his regular position.

ARTICLE XXII

In the event that a commission paying route is split, the routeman whose route is so divided shall have first choice of the two new routes with full commission of the old route in addition to his basic wage for the six (6) months following, or for such time as he shall continue in such employment if less than six (6) months. Full commissions to be determined by the thirty (30) days' average sales previous to the dividing of said route. The routeman shall be paid on all points and packages and shall be notified of his split commission. This Article shall apply even though the routeman who is receiving the guaranteed commission is on vacation.

ARTICLE XXIII

Reporting time for routemen shall not be earlier than 6:30 A.M. and not later than 8:00 A.M. All routemen must be checked in not later than nine (9) hours after their respective reporting time, which nine hours shall include one (1) hour for lunch. Deliveries to start at 7:00 A.M. An accurate time recording device shall be installed that will be agreed upon between the Union and the Employer.

The work week for routemen shall be 45 hours per week.

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In case it is found after proper investigation by the Employer and the Union that the route is too large to be run within the proper time limit, the route shall be adjusted by the Employer within two weeks after notification by the Union of overloading. If adjustments are not made within two weeks after the request is made by the Union and the route is so overloaded that it cannot be made within the time limits, it shall be considered a violation of this contract.

It is agreed by the Employer that routemen shall be allowed to drive in, unload their returns and settle their accounts as soon as their routes are properly finished. Only milk and ice trucks to have the right-of-way in loading and unloading.

Routes serving factories or serving seasonal summer business shall be checked in not later than nine (9) hours after their reporting time, which nine hours shall include one (1) hour for lunch.

On the following legal holidays: New Year's Day, Memorial Day, Fourth of July, Labor Day, November Eleventh, Thanksgiving Day, Christmas Day and Sunday, all routemen shall report any time in the morning that business may require and shall be checked in not later than 11:00 A.M. On Labor Day, all routes shall be checked in not later than 10:00 A.M.

Absolutely no special or regular deliveries are to be made on Sundays, excepting industrial routes and deliveries for lake boats when authorized by the Union.

This Article shall not apply in case of breakdown, accident, or delay beyond the Employer's control.

ARTICLE XXIV

Where the Employer requires the employee to make a cash deposit, interest shall be paid on such deposit at the rate of four (4%) per cent per annum, payable annually. Should the Employer require the employee to give bond, the same will be furnished, the Employer to pay the full premium.

ARTICLE XXV

The Union agrees at all times, as far as is in its power, to further the interests of the Employer.

It is mutually agreed between the parties herein named that the customer and consumers of the Employer belong to, and are a part of, the assets and good will of the said Employer; that the employee solicits, serves and sells such customers and consumers in a representative capacity only, and if for any reason whatsoever any member of the said Union terminates his employment or is discharged or dismissed, or for any reason said employment ceases and is terminated, it is understood and agreed that any such employee or his agent shall not call upon, solicit, sell or interfere with or divert the customers or consumers formerly served by him on behalf of his former Employer for a period of one (1) year from the date of his termination of employment.

It is further understood that if an employee were to resign as a member of the Union, in no event would this abrogate the agreement until the space of the one

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(1) year from the date of his resignation or his discharge has elapsed.

ARTICLE XXVI

All stolen, broken, spilled or soured goods to be allowed daily upon proper evidence.

Retail routemen shall not be charged for retail containers. Each routeman shall however, keep a record of gallon jugs delivered to and received from each retail customer. In case of repeated and excessive gallon jug shortages by any retail routeman, he shall be subject to discipline by the Employer.

No employee shall be required to pay for goods which he has been unable to sell.

There shall be no duplication of merchandise orders requested by management from routemen or assistant foremen.

ARTICLE XXVII

All route employees shall pay all shortages at the end of each month; or if over, he shall be given credit for same.

Routemen shall have books in by the sixth day of each month.

ARTICLE XXVIII

It is agreed between the parties that Articles 28 to 31 inclusive shall apply exclusively to the work classifications for which wage rates are established by this Article 28.

EFFECTIVE JULY 1, 1963, and continuing through JUNE 30, 1965, the following wage rates shall prevail:

	SCALE A	
	Per Hour	40 Hr. Week
Plant Mechanics	$3.25	$130.00
Pasteurizer, Pure Pak and Filler Operators	3.125	125.00
Receivers and inspectors of milk, buttermilk, soft-curd milk, Vitamin D milk, butter and cheese makers, bottle washer operators, refrigerator men, relief men and van loaders	3.0625	122.50
Checkers, dairy men, platform men, car men, can washers and similar misc. labor	3.0125	120.50
Wagon washers, janitors, watchmen and other general labor	2.9875	119.50
Inside Foremen	3.20	128.00
Engine Operators	3.1625	126.50
General Inside Foremen having more than 20 men under their direct supervision	3.30	132.00
General Inside Foremen having 15 to 20 men under their direct supervision	3.25	130.00

	SCALE B	
	Per Hour	40 Hr. Week
Chief Clerks	$3.1875	$127.50
Cashiers	3.0245	120.98
Comptometer Operators	2.8245	112.98

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	Per Hour	40 Hr. Week
Checkers and Clerks	2.7995	111.98
Typists and Switchboard Operators	2.7745	110.98
For the first 12 months of employment inexperienced office personnel consisting of checkers, miscellaneous clerks, typists and switchboard operators shall receive	2.612	104.48
For employees in the 13th to 15th months, both inclusive, they shall receive	2.6745	106.98
For employees in the 16th to 18th months, both inclusive, they shall receive	2.7375	109.50

THEREAFTER, employees in these classifications shall receive the regular rate for the work classification in which they are employed.

Any inexperienced men employed inside for regular inside work or vacation work shall receive Five (5.00) Dollars less than regular scale for thirty (30) days. After the said thirty days, they shall receive the regular wage scale as set forth in Article 28 of this Agreement, with the exception of inexperienced office personnel consisting of checkers, miscellaneous clerks, typists and switchboard operators.

Any plant employee, not office personnel, whose regular shift of work is split so as to afford a rest period of more than one (1) hour, including the lunch period, shall be considered a split shift worker. For each hour of a split shift day, such employee shall receive 10% an hour in addition to his regular hourly rate of pay. All split shifts must be completed within twelve (12) hours.

Any employee whose regular shift of work requires the performance of work between the hours of 6:00 P.M. and 6:00 A.M. (this work is to be distinguished from ordinary overtime work) shall be considered a night shift worker. If less than four (4) hours of a night shift worker's scheduled hours are performed between the hours of 6:00 P. M. and 6:00 A. M. he shall receive Ten (10c) Cents per hour in addition to his regular hourly rate for each hour worked on such scheduled shift. If four or more hours of a night shift worker's scheduled hours are performed between the hours of 6:00 P.M. and 6:00 A.M., he shall receive in addition to his regular hourly rate for each hour worked on such scheduled shift a sum equal to 10% of his regular hourly rate of pay.

ARTICLE XXIX

Time and one-half the regular hourly rate of pay shall be paid for all work in excess of eight (8) hours in one day, or forty (40) hours in one week, whichever is greater. It is recognized by the parties that because of the provisions herein for extra payments to split shift workers and night shift workers, and the fact that an employee may work at two jobs in the same work week, it is possible for an employee to work at different hourly rates in the same work week. In all such situations, the average hourly rate of pay shall be ascertained and overtime shall be computed in such cases from the average

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hourly rate of pay in lieu of the regular rate of pay.

One and one-half (1½) times the reglar hourly rate shall be paid for all Sunday work.

ARTICLE XXX

The employer may reschedule regular days off during a week in which any of the following seven (7) holidays occur. July Fourth, Labor Day, November Eleventh, Thanksgiving Day, Christmas Day, New Year's Day and Memorial Day.

All employees are to be paid their regular rate of pay for each of the above holidays plus one and one-half (1½) times their regular rate if required to work on any of these days. This compensation is in addition to regular weekly wages and overtime as provided for in Article XXIX, but shall not be included in the computation of overtime pay.

If any of the above holidays fall on Sunday, the day observed by the State, Nation, or by proclamation, shall be observed as such.

ARTICLE XXXI

Any employee working fifty-one (51%) percent or more of his time in any day in a work calssification bearing a higher rate than his regular work classification shall receive the higher rate for the entire day.

No employee shall be paid less than his regular rate of pay, even though he may work 51% or more of his time in a classification lower than his regular position.

No employee shall suffer a reduction in wages because of the provisions of Articles 28 and 30 of this Agreement, except as is specifically provided in said Articles.

Any employee receiving more than the rate provided for his work classification in the contract between the parties herein which expired on June 30, 1963, shall receive the same differential above his classification rate under this Agreement.

The work week under this Agreement shall begin on Sunday and end on Saturday and wages shall be paid on Thursday for the preceding week ending on Saturday night.

ARTICLE XXXII

No plant or office employee shall operate a route, or any part of a route, nor shall a routeman work in the plant on a daily basis, nor shall any employee be required to unload coal or brick or sand without his consent.

Where overtime work is necessary, the regular man on the job shall have the first preference to such overtime."

All cases shall not be stacked over six (6) high.

The Employer shall post, not later than Thursday the schedule of days off and the starting time for the week immediately following. All schedules are final. One week's notice shall be given to any change in the starting time.

The above paragraph shall not apply

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in case of breakdown, accident, or other emergency beyond the Employer's control.

No employee shall be dismissed or suspended for serving on a Union Committee, or for acting as a delegate to a Labor Convention.

Union Made coveralls are to be furnished all inside employees and are to be union laundered at Employer's expense.

In the case of a vacancy on an inside job, the job shall be posted for a period of seventy-two (72) hours, stating the hours of work and the classifications. If there is a change of more than two hours it shall be reposted. It shall then be awarded to the senior man who bids, provided he is competent to perform the job and has at least two (2) years of seniority. In addition, a man shall be entitled to only one bid per year. This bidding shall be limited to the original vacancy and the next two vacancies caused by this bidding.

An employee who is displaced because of job elimination shall have the right to exercise two (2) bids within a year.

An inside employee, whose job has been eliminated, may select the job of another inside employee having less seniority, without regard to the preceding paragraph; provided such selection is satisfactory to the Employer and the Union. This right must be exercised within 48 hours after employee is notified of his job elimination.

Inside Foremen shall be selected by the Employer from inside employees having two (2) or more years of company seniority.

ARTIVLE XXXIII

Each Employer shall pay into the Calumet Region Milk Dealers and Local Union No. 835, I. B. of T. Health and Welfare Fund, four dollars and forty cents ($4.40) per week for each person employed under the terms of this Agreement. Contributions for new employees shall begin after they have been employed for thirty (30) days.

It is further agree that the Employers' liability to Calumet Region Milk Dealers and Local Union 835, I. B. of T. Health and Welfare Fund is limited to the exact amount of contributions provided for by this Agreement.

ARTICLE XXXIV

The Employer agrees to contribute to the Retirement Plan of Calumet Region Milk Dealers and Local Union No. 835, I. B. of T., as presently in effect, in respect to each of Employer's employees covered by said Plan the sum of One Dollar and Fourty-Six cents ($1.46) for each day worked by the employee, with a maximum of Seven Dollars and Thirty Cents ($7.30) per such employee in any one week. The Employer's liability under this Article is limited to payment of the aforesaid contribution to said Plan.

Effective January 1, 1964, it is further agreed that covered employees who have reached their sixty-fifth (65th) birthday after January 1, 1964, shall retire, on the last day of the month in which his birthday occurs, if said employees are eligible

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to receive benefits under the Dairy Employees - Milk Dealers Pension Plan, as amended.

ARTICLE XXXV

If during the period of this Agreement it is determined that route salesmen, (individually or collectively) are not exempt as "outside salesmen" from the overtime provisions of the Fair Labor Standards Act, the parties agree to immediately negotiate a wage rate which will comply with the requirements of the Act and will result in approximately the same pay for the same sales volume on each route as contemplated under the terms of this agreement.

ARTICLE XXXVI

It is hereby understood and agreed between the parties that if because of the decision of any court any part or parts of this Agreement are held to be illegal, the remaining parts shall be in full force and effect as completely as if the parts held to be illegal had not been included herein.

ARTICLE XXXVII

This agreement shall be effective as of July 1, 1963, and will continue in full force and effect until June 30, 1965, and each year thereafter unless notice is given in writing by either party at least sixty (60) days prior to June 30, 1965, or sixty (60) days prior to June 30, of any year thereafter excepting that Sixty (60) days written notice may be given by either

party prior to June 30, 1964, for the reopening of Articles 13 and 28, on the negotiation of wages only.

THIS AGREEMENT signed by the

Parties hereto this ____________ day of

______________________________, 1963.

SIGNED:

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By ______________________________
Employer

MILK WAGON DRIVERS
& DAIRY EMPLOYEES
LOCAL UNION NO. 835
OF LAKE COUNTY, INDIANA

By ______________________________
Business Representative

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IDENTIFIED

EXH. 3

ARTICLES OF AGREEMENT

MILK WAGON DRIVERS
and
DAIRY EMPLOYEES UNION

Local No. 835

Lake County, Indiana

I. B. of T., C., W. and H. of A.

JULY 1, 1965

~~Item 5~~

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ARTICLES OF AGREEMENT

ARTICLES OF AGREEMENT Between

MILK DEALER, Party of the First Part, herein-after called the Employer, and the MILK WAGON DRIVERS AND DAIRY EMPLOYEES UNION, Local No. 835, of Lake and Porter County, Indiana, I. B. of T. C. W. and H. of A., Party of the Second Part, herein-after called the Union.

ARTICLE I

The Employer hereby recognizes the Union, Local No. 835, as the sole and exclusive bargaining agent for all those employees in the job classifications herein described, in the matter of wages, hours and other terms and conditions of employment, and for the purpose of settlement of all disputes and grievances affecting such employees during the term of this Agreement.

The Employer agrees when hiring additional men to refer to the Union's list of unemployed men laid off by any Employer within a period of one year prior to the date of the vacancy, and shall hire eligible men, qualified for the job from such list in preference to others.

The Employer shall have the right to employ whomsoever he determines is fit for

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available jobs. All present employees shall retain membership in good standing with the Union as a condition of employment. New employees shall, after thirty (30) days' employment, become members of the Union and thereafter retain membership in good standing with the Union as a condition of employment. Upon receipt of a written notice from the Union that an employee has failed to join the Union or maintain his membership therein, the Employer shall discharge said employee within seven (7) days of such notice, provided such discharge is not contrary to applicable law. This paragraph is in conformity with the terms of the National Labor Relations Board election which was held December 14, 1949.

Managers and assistant managers employed at the Employer's pasteurizing plant shall not be subject to the terms of this Article or this Agreement unless such managers or assistant managers perform the duties of a regular employee in one of the classifications herein enumerated. One office employee whose work is of a confidential nature shall not be affected by nor be subject to the terms of this Agreement.

If the Employer acquires any dairy business by purchase or merger within the jurisdiction of Local No. 835, employees of the acquired business shall receive full departmental seniority.

The parties recognize that from time to time the needs of the business may require change in operations, opening of facilities, closing of facilities, or transfers of certain operations. It is recognized that such changes may result in the transfer of some employees, and that such geographical changes or transfers may result in disputes regarding seniority rights. If and when such dispute, involves another Local Union of the International Brotherhood of Teamsters, Chauffeurs, Warehousemen and Helpers of America, with respect to seniority rights such dispute shall be first considered by the Joint Council 25.

Merger of Operations. When a branch, division, warehouse or other operation is closed or partially closed, and the work transferred to another branch, in whole or in part, employees at the closed locations shall have the right to transfer to the location into which the work transferred.

Check-Off. The Employer shall deduct from the pay of all Employees covered by this Agreement, dues, initiation fees, and /or uniform assessments of the Union, and remit the same to the Union, together with an itemized statement of such deduction. Where laws require written authorization by the Employees to authorize such deductions, then the same shall be furnished in the required form. No deductions, however, shall be made which are prohibited by applicable law.

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The Union agrees to indemnify the Employer for any and all loss and expense which the Employer may sustain by reason of claims made by employees against the Employer because of compliance with the terms of this Article.

ARTICLE II

All employees coming under the provisions of this Agreement shall be entitled to a five-day week and shall not be compelled to work more than five days in any one week, except in cases of emergencies or unusual circumstances where competent relief help is unavailable.

Seniority in the selection of days off for all employees shall prevail in the following classifications:

(A) Routemen, swing men, and special delivery men, in their respective groups of six employees.

(B) Foremen, loaders, platform men, truck washers and cooler men, pasturizing and processing employees, and miscellaneous general employees in their respective groups.

(C) Office employees, in their respective groups.

ARTICLE III

It is agreed that all employees coming under the jurisdiction of this Agreement shall, at the end of fifty-two (52) weeks of continuous service with an Employer, be entitled to one (1) week's vacation with pay. If, at the end of fifty-two weeks of continuous service an employee either resigns or is discharged, he shall be given one (1) week's pay in lieu of a vacation. An employee starting to work between November 1st and April 30th shall not be entitled to schedule for a vacation until the second vacation period following his employment. Vacation periods shall be from May 1st to November 1st of each year, off-season vacations may be taken when consented to by both the employer and the Union. Employees shall pick their vacation by order of company seniority in their respective classifications. If an employee splits his vacation, he shall have one pick of whatever continuous length of time he desires, his second and succeeding picks shall be exercised after all others have had their picks in accordance to seniority. Vacation lists for scheduling are to be posted by April 1st. All picks are to be made by May 1st. All vacations shall start on Sunday.

After two (2) years of continuous service with one Employer, and up to five (5) years of accumulated service with any one Employer, these employees shall be entitled to two (2) weeks' vacation with pay.

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All employees having five (5) years of accumulated service with any one Employer shall be entitled to three (3) weeks' vacation with pay.

All employees having fifteen (15) years of accumulated service with any one Employer shall be entitled to four (4) weeks' vacation with pay.

No employee shall suffer a loss in pay due to absence from work on the three (3) days immediately following the death of a spouse, child, parent, mother-in-law or father-in-law.

Drivers may balance books upon leaving and upon returning from vacation, and shall not be liable for vacation relief man's shortages if such balance is made.

Should any employee resign or be discharged before any period of fifty-two (52) weeks has expired, he shall receive one-twelfth (1/12) of his earned vacation pay for each month of service, providing he has had one earned vacation.

ARTICLE IV

The Employer shall not discharge nor suspend an employee without just cause, but in respect to discharge or suspension shall give at least one (1) warning notice of the complaint against such employee to the employee, in writing, and a copy of the same to the Union.

The Union agrees that proof of dishonesty or drinking while on duty shall constitute sufficient cause for dismissal without notice.

Smoking or chewing while contacting customers, chewing tobacco in the plant, or absence from employment without notice shall be cause for a one (1) week's lay-off without pay.

It is agreed by the Union that any employee wishing to quit his position will give the Employer one (1) week's written notice. It is agreed by the Employer that if he wishes to discharge an employee he will give such employee one (1) week's written notice. At the expiration of the week the employee shall receive all money due him, and on request, be issued a statement in reference to his character and service.

When it becomes necessary for an employee to leave his employment because of sickness or accident, he shall be given his old position when he is again able, in the judgment of competent medical authority, to perform the duties of the job, and he shall continue his seniority provided he or his representative reports to the Employer and the Union, each calendar month during his illness.

Leaves of absence shall be granted only upon written approval by both the Employer and the Union. Vacations in such cases shall be pro-rated on the basis of actual time worked.

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ARTICLE V

Company seniority shall prevail when making lay-offs of employees because of elimination of positions or routes, provided it shall not interfere with the selection of competent properly qualified employees. Seniority shall be governed by the length of uninterrupted service with the company or with the company's predecessor. Employees who have been laid off shall be re-hired according to seniority before new employees are hired, provided that this does not interfere with the selection of competent, qualified employees; and further provided that a laid-off employee returns to work within five days after notification by the Employer. Seniority shall prevail in departmental classifications as follows.

(A) All employees covered by the wage scale in Article 13.

(B) All employees covered by wage scale (A) in Article 28.

(C) All employees covered by wage scale (B) in Article 28.

All working Foremen will be subject to seniority while employed in that capacity.

Men hired to do vacation work shall not be included in the seniority provisions of this Agreement.

ARTICLE VI

The Employer further agrees not to employ helpers on trucks.

It is further agreed by both parties hereto that none, except authorized employees of the company shall be permitted to ride on any delivery vehicle or serve customers therefrom.

ARTICLE VII

No employee will be asked by the Employer to take a Polygraph test.

The Employer shall neither enter into nor negotiate any agreement or understanding (oral or written) individually or collectively with any of his employees which conflicts with the terms and provisions of this agreement, and any such agreement or understanding shall be null and void.

ARTICLE VIII

There shall be a Steward at each place of employment whose duty it will be to see that the members of the Union live up to the rules of the Union and the Employer. The Steward shall be elected by the members of the Union working at said place of employment employing at least twenty-five (25) men, subject to the approval of the Union and the Executive Board. The Steward will be notified of all changes of Company operations.

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ARTICLE IX

The Business Representative of the Union, or his agent, shall have access to the payroll records of the Employer, when there is a question as to whether the Employer is fully complying with the wage provisions of this Agreement.

ARTICLE X

Should any dispute occur in respect to the interpretation of any article of this Agreement, or the application thereof, or should any dispute occur not provided for in any article of this Agreement, such controversies shall be disposed of in the following manner:

The aggrieved party shall immediately notify the other in writing of the dispute, controversy or unsettled grievance, which notice shall state the position or interpretation of the complaining party, and said dispute shall then be submitted to a committee of five (5) persons for decision. The complaining party shall, at the time of noti[illegible] the other party of his grievance, select two (2) persons for membership on such committee and the other party to said controversy shall then, within two (2) days, select two (2) persons to act on such committee, and then the four (4) persons so selected shall, within five (5) days, meet and select a fifth member of such committee from an American Arbitration Association List.

The committee so selected shall then, hear such controversy and the matters in dispute, and shall then make a decision thereon. The decision of a majority of such committee of five members shall be final and binding upon both parties to this Agreement. There shall be no strike or lockout, or other action taken by either party while a matter is pending under this Article. All expenses of arbitration are to be shared equally by both parties.

ARTICLE XI

Should the Union hereafter enter into any agreement with any milk dealer operating or delivering within the territory of Lake and Porter Counties in Indiana, North of U.S. Rt. 30 and East of the Calumet Expressway in Illinois, excepting that part of said territory which lies within the metropolitan limits of Chicago, upon terms and conditions more advantageous to such dealer than the terms and conditions of this Agreement; or should the Union sanction a course of conduct enabling any dealer doing business in the area above described to operate under more advantageous terms and conditions than those provided for in this Agreement, the Employer shall be entitled to adopt such terms and conditions in lieu of those contained in this Agreement.

It is further agreed and understood that it shall be considered a violation of this contract for any Employer signator hereto to have in his employ any employee selling and/or delivering milk or dairy products in the above described territory, working under any other terms or conditions of employment than those specified in this Milk Wagon Drivers and Dairy Employees' contract. No Employer shall sell routes to individuals without negotiation and agreement with the Union. Failure to reach an agreement with the Union shall be resolved thru arbitration procedure.

ARTICLE XII

It shall not be considered a violation of this Agreement for any member of this Union to refuse to deliver goods where a strike, work stoppage or lockout occurs, providing such strike, work stoppage or lockout has been conducted legally under terms of applicable State or Federal laws.

ARTICLE XIII

It is agreed between the parties that Article 13 to 27 inclusive shall apply exclusively to the work classifications for which wage rates are established by this Article 13.

EFFECTIVE JULY 1, 1965, through JUNE 30, 1966, the following wage rates shall be paid:

	Weekly Rate	Per Day Diem
Route Foremen	$144.05	$28.81
Route Swing Men	138.05	27.61
Retail Routemen	126.25	25.25
Store Routemen	134.55	26.91
Wholesale Routemen (Receiving Commission)	140.05	28.01
Wholesale Routemen (Not Receiving Commission)	140.05	28.01
Special Delivery or Extra Men	132.05	26.41
Truck Drivers and Can Haulers	133.05	26.61
Transport Drivers - Days	133.05	26.61
Transport Drivers - Night	137.05	27.41

EFFECTIVE JULY 1, 1966 through JUNE 30, 1967, the following wage rates shall be paid:

	Weekly Rate	Per Day Diem
Route Foremen	$147.25	$29.45
Route Swing Men	141.25	28.25
Retail Routemen	129.45	25.89
Store Routemen	137.75	27.55
Wholesale Routemen (Receiving Commission)	143.25	28.65
Wholesale Routemen (Not Receiving Commission)	143.25	28.65
Special Delivery or Extra Men	135.25	27.05
Truck Drivers and Can Haulers	136.25	27.25
Transport Drivers - Day	136.25	27.25
Transport Drivers - Night	140.25	28.05

In addition to wages and commissions, Retail Routemen shall be paid Incentive Pay of One Dollar ($1.00) per One Hundred ($100.00) Dollars of net retail collections.

Net retail collections shall be determined from all money collected for Retail Points as defined in Article 15.

These Incentive Pay earnings shall be paid each month along with the regular commission earnings.

In the event of route splits as described in Article 22, Incentive Pay earnings shall also be included in the computation of amount of guarantee.

New inexperienced men, after learning route, employed outside for a regular route or vacation relief work, shall receive Five ($5.00) Dollars less than the regular wage scale for sixty (60) days. After the said sixty days, they shall receive the regular wage scale.

In all classifications whenever a foreman, route swing man, or extra man is on any day required to run a route of over 800 points per day based upon a monthly average sale, he shall receive 60% of one day's commission based on the monthly average commission of the route he runs. The balance of the commission of the route for that day shall be credited to the regular driver on that route.

Any employee working in excess of five days in any one work week shall receive the per diem rate for such extra day worked, and in addition, as overtime pay, a sum equal to one-half the per diem rate.

Routeman leaving after four hours for sickness or injury shall receive eight hours pay. Routeman called out to take over route of sick or injured man shall receive 1½ times pay for not less than four hours.

Any employee having received more than the scale of wages specified in the preceding Agreement expiring June 30, 1965, shall have that amount added to his wages as specified in this Article.

No employee shall suffer a reduction in wages because of the provisions of Article 13 of this Agreement, except as is specifically provided in said Article.

No major change shall be made in days of route operation without negotiation with the Union.

ARTICLE XIV

It is agreed by the parties hereto that in computing the commissions hereinafter set forth, a point of goods is defined as 1 quart of milk, or 1 quart of chocolate drink, or 1 quart of butermilk, or 1 quart of skim milk, 1 pint of milk, or 1 pint of chocolate drink,

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or 1 pint of buttermilk. 3 1/3 quarts of milk or 3 1/3 quarts of chocolate drink, or 3 1/3 quarts of buttermilk; 4 ½ pint of milk, or 4 ½ pints of chocolate drink, 4 ½ pints of buttermilk; 2 gills of cream, or 1 ½ pint of cream; Egg Nog - 4 points per quart and 2 points per pint. 2 1/3 quarts of milk shall be considered as one point only when delivered to vending machines.

Commission on Half and Half, or products (other than cream) containing more than 6% butter fat shall be paid for at the rate of one and one-half (1½) points.

Retail Only

1 Lb. Butter	1 ½ Pt.
1 Lb. Margarine	1 ½ Pt.
1 Lb. Cottage Cheese	1 ½ Pt.
1 Jar Cottage Cheese	1 ½ Pt.
1 Doz. Eggs	1 ½ Pt.

Wholesale Commission on the above packaged items shall be one cent per package.

Commissions on all non dairy items shall be negotiated.

Itemized monthly balance sheet with information as per sample used in negotiation shall be furnished to each routeman.

ARTICLE XV

Points and packages as defined in Article 14 for the purpose of commission payments shall be classified as follows:

(A) Retail points are points delivered or sold to a purchaser who consumes, but does not resell the products.

(B) Store points and packages are points and packages delivered or sold to a food or grocery store purchaser who resells for consumption off the premises..

(C) Wholesale points and packages are points and packages delivered or sold to restaurants, hospitals, institutions, mill canteens, cafeterias, hotels, schools, drugs stores fountains, food processing and manufacturing plants railroads, steamship lines, all eating establishments, and to any wholesale purchaser who purchases such points and packages for resale use or consumption on or about the premises.

Retail Routemen are those employees who deliver points as described in Paragraph (A) exclusively, or who deliver some points as described in Paragraph (A) and some points and packages as described in either or both Paragraph (B) and (C). Retail Routemen, as defined in this Article, shall receive in addition to the wage provided for in Article 13 a commission of Seventy (70c) Cents per hundred points for all points delivered or sold in excess of 1143 points per 6-day week and a commission of One (1c) Cent per package for all packages delivered or sold wholesale.

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Store Routemen are those employees who deliver points and packages as described in Paragraph (B) exclusively. Store Routemen, as defined in this Article, shall receive in addition to the wage provided for in Article 13, a commission of Sixty-five (65c) Cents per hundred points for all points delivered or sold in excess of 1143 points per 6-day week and a commission of One (1c) Cent for all packages delivered or sold.

Wholesale Routemen receiving commission are those employees who deliver some points and packages described in Paragraph (B) and some points and packages as described in Paragraph (C). Wholesale Routemen receiving commission, as defined in this Article, shall receive in addition to the wage provided for in Article 13 a commission on store points and packages as described in Paragraph (B) of Sixty-five (65c) Cents per hundred points delivered or sold in excess of 1143 points per 6-day week and a commission of One (1c) Cent for all packages. No commission shall be paid wholesale routemen receiving commission for wholesale points and packages sold or delivered as described in Paragraph (C). At the option of the Employer, and whenever the Employer deems it advisable, wholesale routemen receiving commission may be paid the wage of a store routemen as provided in Article 13, in which event they shall receive a commission of Sixty-five (65c) Cents per hundred points for all points in excess of 1143 points per 6-day week and One (1c) Cent per package for all packages, regardless of whether said points and packages are store points and packages or wholesale points and packages as described in Paragraph (B) and (C).

Wholesale Routemen not receiving commission are those employees who deliver points and packages and described in Paragraph (C) exclusively. Wholesale Routemen not receiving commission shall receive the base wage provided for in Article 13. Such routemen shall not receive commission.

ARTICLE XVI

All packaged dairy products for use in vending machines are to be delivered by routemen as described in this contract, and commissions shall be paid on all such packaged goods.

No member of Local Union No. 835 shall mark prices on dairy products delivered by him.

ARTICLE XVII

All weekly wages shall be paid on Thursday for the preceding week ending Saturday.

All commissions are to be paid monthly. The preceding month's commission shall be paid not later than the fourth Thursday of

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the following month. Monthly statement of goods sold shall be made available to routemen on request.

ARTICLE XVIII

A routeman who is absent from his route because of sickness or injury for not more than fourteen calendar days in any one calendar year shall receive commission from same, with the exception of men whose routes run over 800 points per day, and the route swing man is paid commission as provided in Article 13, Paragraphs 5 and 6. After that period, commission is to be paid to the man who is on the route.

ARTICLE XIX

If a route swing man is required to serve two complete routes alone in one day, he shall receive two days' pay. If he serves any part of two routes, he shall receive time and one-half for all hours in excess of nine (9) hours, based on his reporting and checking in time. The hourly rate for computing overtime shall be determined by dividing the per diem rate by eight.

If a foreman is required to run a route alone, he shall drive in, unload his returns and settle his accounts as soon as his route is properly finished. No further work shall be required of him on that day.

ARTICLE XX

All experienced routemen and route swing men are to be paid while learning route. New inexperienced men are to be paid one-half pay while learning route. Not to exceed one week.

ARTICLE XXI

Any employee working 51% of his time in one day at any of the preceeding classified occupations shall receive for that day the highest scale specified.

No employee shall be paid less than his regular rate of pay, even though he may work 51% or more of his time in a classification lower than his regular position.

ARTICLE XXII

In the event that a commission paying route is split, the routeman whose route is so divided shall have first choice of the two new routes with full commission of the old route in addition to his basic wage for the six (6) months following, or for such time as he shall continue in such employment if less than six (6) months. Full commissions to be determined by the thirty (30) days' average sale previous to the dividing of said route. The routeman shall be paid on all points and packages and shall be notified of his split

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commission. This Article shall apply even though the routeman who is receiving the guaranteed commission is on vacation.

ARTICLE XXIII

Reporting time for routemen shall not be earlier than 6:30 A.M. and not later than 8:00 A.M. All routemen must be checked in not later than nine (9) hours after their respective reporting time, which nine hours shall include one (1) hour for lunch. Deliveries to start at 7:00 A.M. An accurate time recording device shall be installed that will be agreed upon between the Union and the employer.

The work week for routemen shall be 45 hours per week.

In case it is found after proper investigation by the Employer and the Union that the route is too large to be run within the proper time limit, the route shall be adjusted by the Employer within two weeks after notification by the Union of overloading. If adjustments are not made within two weks after the request is made by the Union and the route is so overloaded that it cannot be made within the time limits, it shall be considered a vioation of this contract.

It is agreed by the Employer that routemen shall be allowed to drive in, unload their returns and settle their accounts as soon as their routes are properly finished. Only milk and ice trucks to have the right-of-way in loading and unloading.

Routes serving factories or serving seasonal summer business shall be checked in not later than nine (9) hours after their reporting time, which nine hours shall include one (1) hour for lunch.

On the following legal holidays: New Year's Day, Memorial Day, Fourth of July, Labor Day, November Eleventh, Thanksgiving Day, Christmas Day and Sunday, all routemen shall report any time in the morning that business may require and shall be checked in not later than 11:00 A.M. On Labor Day, all routes shall be checked in not later than 10:00 A.M.

Absolutely no special or regular deliveries are to be made on Sunday's excepting industrial routes and deliveries for Lake boats when authorized by the Union.

This Article shall not apply in case of breakdown, accident, or delay beyond the Employer's control.

ARTICLE XXIV

Where the Employer requires the employee to make a cash deposit, interest shall be paid on such deposit at the rate of four (4%) per cent per annum, payable annually. Should the Employer require the employee to give bond, the same will be furnished, the Employer to pay the full premium.

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ARTICLE XXV

The Union agrees at all times, as far as is in its power, to further the interests of the Employer.

It is mutually agreed between the parties herein named that the customer and consumers of the Employer belong to, and are a part of, the assets and good will of the said Employer; that the employee solicits, serves and sells such customers and consumers in a representative capacity only, and if for any reason whatsoever any member of the said Union terminates his employment or is discharged or dismissed, or for any reason said employment ceases and is terminated, it is understood and agreed that any such employee or his agent shall not call upon, solicit, sell or interfere with or divert the customers or consumers formerly served by him on behalf of his former Employer for a period of one (1) year from the date of his termination of employment.

It is further understood that if an employee were to resign as a member of the Union, in no event would this abrogate the agreement until the space of the one (1) year from the date of his resignation or his discharge has elapsed.

ARTICLE XXVI

All stolen, broken, spilled or soured goods to be allowed daily upon proper evidence.

Retail routemen shall not be charged for retail containers. Each routeman shall however, keep a record of gallon jugs delivered to and received from each retail customer. In case of repeated and excessive gallon jug shortages by any retail routeman, he shall be subject to discipline by the Employer.

No employee shall be required to pay for goods which he has been unable to sell.

There shall be no duplication of merchandise orders requested by management from routemen or assistant foremen.

Heat producing defrosters and heaters shall be provided for all trucks.

In the filling of all route vacancies such vacancies, along with a description of the route, shall be posted for seventy-two hours and due consideration shall be given to seniority.

No employee shall be required to pay insurance premium on company owned vehicle.

No special deliveries by the driver after checking in at the dairy.

ARTICLE XXVII

Any legitimate shortage created by a route man, route rider or route foreman shall be determined at the end of each month and posted in route books by the 12th of the following month. Such shortage shall be paid on the following commission pay day. The

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same shall apply to the crediting of overages.

Routemen shall have books in by the sixth day of each month.

All Dealers agree that home delivery route book pages will be headed by the Dealer by January 1, 1966. The matter of further improvement in the handling of the bookwork shall be immediately placed on the agenda of the Joint Labor Management Committee.

ARTICLE XXVIII

It is agreed between the parties that Articles 28 to 31 inclusive shall apply exclusively to the work classifications for which wage rates are established by this Article 28.

EFFECTIVE JULY 1, 1965, and continuing through JUNE 30, 1966 the following wage rates shall prevail:

	Scale A Per Hour	40 Hr. Week
Plant Mechanics	$3.43125	$137.25
Pasteurizer, Pure Pak and Filler Operators	3.30625	132.25
Receivers and inspectors of milk, buttermilk, soft-curd milk, Vitamin D milk, butter and cheese makers, bottle washer operators, refrigerator men, relief men and van loaders	3.24375	129.75
Checkers, dairy men, platform men, car men, can washers and similar misc. labor	3.19375	127.75
Wagon washers, janitors, watchmen and other general labor	3.16875	126.75
Inside Foreman	3.38125	135.25
Engine Operators	3.34375	133.75
General Inside Foremen having more than 20 men under their direct supervision	3.48125	139.25
General Inside Foremen having 15 to 20 men under their direct supervision	3.43125	137.25

	Scale B Per Hour	40 Hr. Week
Chief Clerk	$3.36875	$134.75
Cashiers	3.20575	128.23
Comptometer Operators	3.00575	120.23
Checkers and Clerks	2.98075	119.23
Typists and Switchboard Operators	2.95575	118.23

For the first 12 months of employment inexperienced office personnel consisting of checkers, miscellaneous clerks, typists and switch-

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	Scale A Per Hour	40 Hrs. Week
board operators shall receive	2.79325	111.73
For employees in the 13th to 15th months, both inclusive, they shall receive	2.85575	114.23
For employees in the 16th to 18th months, both inclusive, they shall receive	2.91875	116.75

EFFECTIVE JULY 1, 1966, and continuing through JUNE 30, 1967, the following wage rates shall prevail.

	Scale A Per Hour	40 Hr. Week
Plant Mechanics	**$3.51125**	**$140.45**
Pasteurizer, Pure Pak and Filler Operators	3.38625	135.45
Receivers and inspectors of milk, buttermilk, soft-curd milk, Vitamin D milk, butter and cheese makers, bottle washer operators, refrigerator men, relief men and van loaders	3.32375	132.95
Checkers, dairy men, platform men, car men, can washers and similar misc. labor.	3.27375	130.95
Wagon washers, janitors, watchmen and other genearl labor	3.24875	129.95
Inside Formen	3.46125	138.45
Engine Operators	3.42375	136.95
General Inside Foremen having more than 20 men under their direct supervision.	3.56125	142.45
General Inside Foremen having 15 to 20 men under their direct supervision	3.51125	140.45

	SCALE B Per Hour	40 Hr. Week
Chief Clerks	$3.44875	$137.95
Cashiers	3.28575	131.43
Comptometer Operators	3.08575	123.43
Checkers and Clerks	3.06075	122.43
Typists and Switchboard Operators	3.03575	121.43
For the first 12 months of employment inexperienced office personnel consisting of checkers, miscellaneous clerks, typists and switchboard operators shall receive	2.87325	114.93
For employees in the 13th to 15th months, both inclusive, they shall receive	2.93575	117.43

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	Scale A Per Hour	40 Hrs. Week
For employees in the 16th to 18th months, both inclusive, they shall receive	2.99875	119.95

THEREAFTER, employees in these classifications shall receive the regular rate for the work classification in which they are employed. ed.

Any inexperienced men employed inside for regular inside work or vacation work shall receive Five (5.00) Dollars less than regular scale for thirty (30) days. After the said thirty days, they shall receive the regular wage scale as set forth in Article 28 of this Agreement, with the exception of inexperienced office personnel consisting of checkers, miscellaneous clerks, typists and swithcboard operators.

Any plant employee not office personnel, whose regular shift of work is split so as to afford a rest period of more than one (1) hour, including the lunch period, shall be considered a split shift worker. For each hour of a split shift day, such employee shall receive 10% an hour in addition to his regular hourly rate of pay. All split shifts must be completed within twelve (12) hours.

Any employee whose regular shift of work requires the performance of work between the hours of 6:00 P.M. and 6:00 A.M. (this work is to be distinguished from ordinary overtime work) shall be considered a night shift worker. If less than four (4) hours of a night shift worker's scheduled hours are performed between the hours of 6:00 P.M. and 6:00 A.M. he shall receive 80c per shift in addition to his regular rate on such scheduled shift. If four or more hours of a night shift worker's scheduled hours are performed between the hours of 6:00 P.M. and 6:00 A.M., he shall receive in addition to his regular hourly rate for each hour worked on such scheduled shift a sum equal to 10% of his regular hourly rate of pay.

ARTICLE XXIX

Time and one-half the regular hourly rate of pay shall be paid for all work in excess of eight (8) hours in one day, or forty (40) is recognized by the parties that because of the provisions herein for extra payments to split shift workers and night shift workers, and the fact that an employee may work at two jobs in the same work week, it is possible for employee to work at different hourly rates in the same work week. In all such situations, the average hourly rate of pay shall be ascertained and overtime shall be computed in such cases from the average hourly rate of pay in lieu of the regular rate of pay. Plant men called in on scheduled day off will receive time and one-half for eight hours and two times the regular hourly rate for all Sunday work.

Any employee reporting for work on his regular schedule who is sent home by the Employer or his representative, for any reason beyond the employees control shall receive 4 hours pay. Any employee hurt on job shall receive a full day's pay.

ARTICLE XXX

The employer may reschedule regular days off during a week in which any of the following seven (7) holidays occur. July Fourth, Labor Day, November Eleventh, Thanksgiving Day, Christmas Day, New Year's Day and Memorial Day.

All employees are to be paid their regular rate of pay for each of the above holidays plus one and one-half (½) times their regular rate if required to work on any of these days. This compensation is in addition to regular weekly wages and overtime as previded for in Article XXIX, but shall not be included in the computation of overtime pay.

If any of the above holidays fall on Sunday, the day observed by the State, Nation, or by proclamation, shall be observed as such.

ARTICLE XXXI

Any employee working fifty-one (51%) percent or more of his time in any day in a work classification bearing a higher rate than his regular work classification shall receive the higher rate for the entire day.

No employee shall be paid less than his regular rate of pay, even though he may work 51% or more of his time in a classification lower than his regular position.

No employee shall suffer a reduction in wages because of the provisions of Article 28 and 30 of this Agreement, except as is specifically provided in said Articles.

Any employee receiving more than the rate provided for his work classification in the contract between the parties herein which expired of June 30, 1965, shall receive the same differential above his classification rate under this Agreement.

The work week under this Agreement shall begin on Sunday and end on Saturday and wages shall be paid on Thursday for the preceding week ending on Saturday night.

ARTICLE XXXII

No plant or office employee shall operate a route, or any part of a route, nor shall a routeman work in the plant on a daily basis, nor shall any employee be required to unload coal or brick or sand without his consent.

Where overtime work is necessary, the regular man on the job shall have the first pre-

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ference to such overtime.

All cases shall not be stacked over six (6) high.

The Employer shall post, not later than Thursday the schedule of days off and the starting time for the week immediately following. All schedules are final. One week's notice shall be given to any change in the starting time.

The above paragraph shall not apply in case of breakdown, accident, or other emergency beyond the Employer's control.

No employee shall be dismissed or suspended for serving on a Union Committee, or for acting as a delegate to a Labor Convention.

Union Made coveralls are to be furnished all inside employees and are to be union laundered at Employer's expense.

In the case of a vacancy on an inside job, the job shall be posted for period of seventy-two (72) hours, stating the hours of work and the classifications. If there is a change of more than two hours it shall be reposted. It shall then be awarded to the senior man who bids, provided he is competent to perform the job and has at least two (2) years of seniority. In addition, a man shall be entitled to only one bid per year. This bidding shall be limited to the original vacancy and the next two vacancies caused by this bidding.

Newly created jobs shall be posted for bids after 30 days.

An employee who is displaced because of job elimination shall have the right to exercise two (2) bids within a year.

An inside employee, whose job has been eliminated, may select the job of another inside employee having less seniority, without regard to the preceding paragraph; provided such selection is satisfactory to the Employer and the Union. This right must be exercised within 48 hours after employee is notified of his job elimination.

Inside Foremen shall be selected by Employer from inside employees having two (2) or more years of company seniority.

Safety shall be stressed by the Union, the employees and the Company. And equipment shall be in safe condition.

ARTICLE XXXIII

EFFECTIVE JULY 1st, 1965 each Employer shall pay into the Calumet Region Milk Dealers and Local Union No. 835, I.B. of T. Health and Welfare Fund. Five Dollars and 5c cents (5.05) per week. For each person employed under the terms of this Agreement. Contributions for new employees shall begin after they have been employed for thirty (30) days.

EFFECTIVE JULY 1st 1966 the above con-

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tribution shall be increased to five dollars and twenty-five cents (5.25) per week.

It is further agreed that the Employers' liability to Calumet Region Milk Dealers and Local Union 835, I. B. of T. Health and Welfare Fund is limited to the exact amount of contributions provided for by this Agreement.

ARTICLE XXXIV

The Employer agrees to contribute to the Retirement Plan of Calumet Region Milk Dealers and Local Union No. 835, I. B. of T. as presently in effect, in respect to each of Employer's employees covered by said Plan the sum of One Dollar and fifty three cents (1.53) for each day worked by the employee, with a maximum of Seven Dollars and sixty-five (7.65) per such employee in any one week. The Employer's liability under this Article is limited to payment of the afore said contribution to said Plan.

EFFECTIVE JULY 1st 1966 the above daily contribution shall be increased to one dollar and sixty cents. Maximum of 8.00 per week.

It is further agreed that covered employees who have reached their sixty-fifth (65th) birthday shall retire, on the last day of the month in which his birthday occurs, if said employees are eligible to receive benefits under the Dairy Employee - Milk Dealers Pension Plan, as amended.

ARTICLE XXXV

A Joint Labor management committee will be established which shall work toward the best interest of both the parties and uppermost amoung its objective shall be the subject of delivery systems most suitable to that mutual best interest, subject of pre-loading all trucks and the subject of retail routemen's book work.

ARTICLE XXXVI

If during the period of this Agreement it is determined that route salesmen, (individually or collectively) are not exempt as "outside salesmen" from the overtime provisions of the Fair Labor Standards Act, the parties agree to immediately negotiate a wage rate which will comply with the requirements of the Act and will result in appproximately the same pay for the same sales volume on each route as contemplated under the terms of this agreement.

ARTICLE XXXVII

It is hereby understood and agreed between the parties that if because of the decision of any court any part or parts of this Agreement are held to be illegal, the remaining parts shall be in full force and effect as completely as if the parts held to be illegal had not been included herein.

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ARTICLE XXXVIII

This agreement shall be effective as of July 1, 1965, and will continue in full force and effective until June 30, 1967, and each year thereafter unless notice is given in writing by either party at least sixty (60) days prior to June 30, of any year thereafter.

THIS AGREEMENT signed by the Parties

hereto this ____________________ day of

____________________, 1965

SIGNED:

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By ____________________
Employer

MILK WAGON DRIVERS
& DAIRY EMPLOYEES
LOCAL UNION NO. 835
OF LAKE, PORTER COUNTY, INDIANA

By ____________________
Business Representative

NAMES OF EXECUTIVE BOARD

EVERETT STEWART	President
ROBERT WARWICK	Vice-President
CHARLES OPPERMAN	Sec. Treasurer
LEO MADISON	Recording Sec.
EUGENE BADE	Trustee
FRANK BOLDA	Trustee
WALTER WIELGOS	Trustee
ALBERT BANASKI	Bus. Rep.

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ARTICLES OF AGREEMENT

MILK WAGON DRIVERS
and
DAIRY EMPLOYEES UNION

Local No. 835

Lake and Porter Counties, Indiana

I. B. of T., C., W. and H. of A.

JULY 1, 1967

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FEDERAL TRADE COMMISSION
671-0149
Docket No.
In the Matter of A-4
Date 11-14-76 Witness Reporter

Article No.

1 — Union Security
2 — Senority Classification
3 — Vacations
4 — Death In Family
5 — Discharges, Illness Insuries, etc.
6 — Lay-Offs and Seniority
7 — Helpers
8 — Polygraph and Conflicting Agreements
9 — Stewards
10 — Payroll Record
11 — Grievance and Arbitration
12 — More Favorite Condition Clause
13 — Picket Lines
14 — Outside Wage Scale and Commissions
15 — Commission Points and To Whom Paid
16 — Vending Machine and Stamping
17 — Weekly Paid Days and Commission Pay
18 — Absent From Route
19 — Foreman or Swing Man on Route
20 — Learning Routes
21 — Classification Pay 51%
22 — Split Route—Commission
23 — Route Operation and Bonds
24 — Holidays
25 — Good Will Clause
26 — Routes, Short-Overage Stick-up Bidding
27 — Book Work
28 — Inside Wage Scale
29 — Inside Over Time
30 — Inside Holidays
31 — Inside Work Classification, Etc.
32 — Bidding and General Condition
33 — Welfare
34 — Retirement
35 — Fair Labor Standard Act
36 — Legal Saving Clause
37 — Term of Contract

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ARTICLES OF AGREEMENT

ARTICLES OF AGREEMENT Between

MILK DEALER, Party of the First Part, here-in-after called the Employer, and the MILK WAGON DRIVERS AND DAIRY EMPLOYEES UNION, Local No. 835, of Lake and Porter County, Indiana, I. B. of T. C. W. and H. of A., Party of the Second Part, here-in-after called the Union.

ARTICLE I

The Employer hereby recognizes the Union, Local No. 835, as the sole and exclusive bargaining agent for all those employees in the job classifications herein described, in the matter of wages, hours and other terms and conditions of employment, and for the purpose of settlement of all disputes and grievances affecting such employees during the term of this Agreement.

The Employer agrees when hiring additional men to refer to the Union's list of unemployed men laid off by any Employer within a period of one year prior to the date of the vacancy, and shall hire eligible men, qualified for the job from such list in preference to others.

The Employer shall have the right to employ whomsoever he determines is fit for available jobs. All present employees shall retain membership in good standing with the Union as a condition of employment. New employees shall, after thrity (30) days' employment, become members of the Union and thereafter retain membership in good standing with the Union as a condition of employmeent. Upon receipt of a written notice from the Union that an employee has failed to join the Union or maintain his membership therein, the Employer shall discharge said employee within seven (7) days of such notice, provided such discharge is not contrary to applicalbe law. This paragraph is in conformity with the terms of the National Labor Relations Board election which was held December 14, 1949.

Managers and assistant managers employed at the Employer's pasteurizing plant shall not be subject to the terms of this Article or this Agreement unless such managers or assistant managers perform the duties of a regular employee in one of the classifications herein enumerated. One office employee whose work is of a confidential nature shall not be affected by or be subject to the terms of this Agreement.

If the Employer acquires any dairy business by purchase or merger within the jurisdiction of Local No. 835, employees of the acquired business shall receive full departmental seniority.

The parties recognize that from time to time the needs of the business may require change in operations, opening of facilities, closing of facilities, or transfers of certain operations. It is recognized that such changes may result in the transfer of some employees, and that such geographical transfers or changes may result in dispute regarding seniority rights. If and when such despute, involves another Local Union of the International Brotherhood of Teamsters, Chauffeurs, Warehousemen and Helpers of America, with respect to seniority rights such dispute shall be first considered by the Joint Council 25.

Merger of Operations. When a branch, division, warehouse or other operation is closed or partially closed, and the work transferred to another branch, in whole or in part, employees at the closed locations shall have the right to transfer to the location into which the work transferred.

Check-Off. The Employer shall deduct from the pay of all Employees covered by this Agreement, dues, initiation fees, and/or uniform assessments

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of the Union, and remit the same to the Union, together with an itemized statement of such deduction. Where laws require written authorization by the Employees to authorize such deductions, then the same shall be furnished in the required form. No deductions, however, shall be made which are prohibited by applicable law.

The Union agrees to indemnify the Employer for any and all loss and expense which the Employer may sustain by reason of claims made by employees against the Employer because of compliance with the terms of this Article.

ARTICLE II

All employees coming under the provision of this Agreement shall be entitled to a five-day week and shall not be compelled to work more than five days in any one week, except in cases of emergencies or unusual circumstances where competent relief help is unavailable.

Seniority in the selection of days off for all employees shall prevail in the following classifications:

(A) Routemen, swing men, and special delivery men, in their respective groups of six employees.

(B) Foremen, Garage Mechanics, loaders, platform men, plant mechanics, refrigerator men, truck washers and cooler men, pasturizing and processing employees, and miscellaneous general employees in their respective groups.

(C) Office employees, in their respective groups.

ARTICLE III

It is agreed that all employees coming under the jurisdiction of this Agreement shall ,at the end of fifty-two (52) weeks of continuous service with an Employer, be entitled to one (1) week's vacation with pay. If, at the end of fifty-two weeks of continuous service an employee either resigns os is discharged, he shall be given one (1)week's pay in lieu of a vacation. An employee starting to work between November 1st and April 30th shall not be entitled to schedule for a vacation until the second vacation period following his employment. Vacation periods shall be from May 1st to November 1st of each year, off-season vacations may be taken when consented to by both the employer and the Union Employees shall pick their vacations by order of company seniority in their respective classifications. If an employee splits his vacation, he shall have one pick of whatever continuous length of time he desires, his second and succeeding picks shall be exercised after all others have had their picks in accordance to seniority. Vacation lists for scheduling are to be posted by April 1st. All picks are to be made by May 1st. All vacations shall start on Sunday.

After two (2) years of continuous service with one Employer, and up to five (5) years of accumulated service with any one Employer, these employees shall be entitled to two (2) weeks' vacation with pay.

All employees having five (5) years of accumulated service with any one Employer shall be entitled to three (3) weeks' vacation with pay.

All employees having fifteen (15) years of accumulated service with any one Employer shall be entitled to four (4) weeks' vacation with pay.

Effective January 1, 1968, all employees having twenty (20) or more years accumulated service with his Employer, shall receive five (5) weeks' paid vacation. The fifth week shall be taken between November 1, and M[illegible] 1 and no one shall have five consecutive weeks of vacation except when consented to by the Employer and the Union.

Any employee who takes a vacation during a holiday week and is eligible for holiday pay shall receive holiday pay in addition to his vacation pay.

Drivers may balance books upon leaving and upon returning from vacation, and shall not be liable for vacation relief man's shortage if such balance is made.

Should any employee resign or be discharged before any period of fifty-two (52) weeks has expired, he shall receive one-twelfth (1/12) of his earned vacation pay for each month of service, providing he has one earned vacation.

ARTICLE IV

An employee will receive three (3) days off, with full pay, in the case of the death of said employee's spouse, child, parent, mother-in-law or father-in-law. An employee will receive one (1) day off, with full pay, for the death of a brother or sister. Any death so covered by this Article must occur within the continental limits of the United States and Canada.

The three (3) days and the one (1) day may be taken any time after the death, and up to three (3) days after the funeral. This shall not apply if funeral is held during employees vacation.

ARTICLE V

The Employer shall not discharge nor suspend an employee without just cause, but in respect to discharge or suspension shall give at least one (1) warning notice of the complaint against such employee to the employee, in writing, and a copy of the same to the Union.

Written warning notices shall become ineffective after six (6) months from date of notice.

The Union agrees that proof of dishonesty or drinking while on duty shall constitute sufficient cause for dismissal without notice.

Smoking or chewing while contacting customers, chewing tobacco in the plant, or absence from employment without notice shall be cause for a one (1) week's lay-off without pay.

It is agreed by the Union that any employee wishing to quit his position will give the Employer one (1) week's written notice. It is agreed by the Employer that if he wishes to discharge an employee he will give such employee one (1) week's written notice. At the expiration of the week the employee shall receive all money due him, and on request be issued a statement in reference to his character and service.

When it becomes necessary for an employee to leave his employment because of sickness or accident, he shall be given his old position when he is again able, in the judgment of competent medical authority, to perform the duties of the job, and he shall continue his seniority provided he or his representative reports to the Employer and the Union, each calendar month during his illness.

Leaves of absence shall be granted only upon written approval by both the Employer and the Union. Vacations in such cases shall be pro-rated on the basis of actual time worked.

Any employee called out on his day off shall receive time and one-half for said day.

Any employee hurt on the job and unable to continue work, shall receive full wages for that day.

Any employee required to make visits to the doctor because of an occupational accident or disability, if necessary, shall have his appointment

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scheduled during his working hours and shall suffer no loss of pay as the result of such visits.

All Foremen shall be selected by Employer from employees having two (2) or more years of company seniority.

During the term of this contract, there shall be no lay-offs except normal attrition.

ARTICLE VI

Company seniority shall prevail when making lay-offs of employees because of elimination of positions or routes, provided it shall not interfere with the selection of competent properly qualified employees. Seniority shall be governed by the length of uninterrupted service with the company or with the company's predecessor. Employees who have been laid off shall be re-hired according to seniority before new employees are hired, provided that this does not interfere with the selection of competent, qualified emploees; and further provided that laid-off employee returns to work within five days after notification by the Employer. Seniority shall prevail in department classifications as follows.

(A) All employees covered by the wage scale in Article XIV.

(B) All employees covered by wage scale (A) in Article XXVIII.

(C) All employees covered by wage scale (B) in Article XXVIII.

All working Foremen will be subject to seniority while employed in that capacity.

All solicitors will be subject to seniority while in that capacity. In the event of elimination or reduction of solicitors jobs, his company seniority shall be restored as a basis for job reasignment in wage scale Article 13.

Men hired to do vacation work shall not be included in the seniority provisions of this Agreement.

ARTICLE VII

The Employer further agrees not to employ helpers on trucks.

It is further agreed by both parties hereto that none, except authorized employees of the company shall be permitted to ride on any delivery vehicle or serve customers therefrom.

ARTICLE VIII

No employee will be asked by the Employer to take a Polygraph test.

The Employer shall neither enter into nor negotiate any agreement or understanding (oral or written) individually or collectively with any of his employees which conflicts with the terms and provisions of this agreement, and such agreement or understanding shall be null and void.

ARTICLE IX

There shall be a Steward at each place of employment whose duty it will be to see that members of the Union live up to the rules of the Union and the Employer. The Steward shall be elected by the members of the Union working at said place of employment employing at least twenty-five (25) men, subject to the approval of the Union and the Executive Board. The Steward will be notified of all changes of Company operations.

ARTICLE X

The Business Representative of the Union, or his agent, shall have access to the payroll records of the Employer, when there is a question as to whether the Employer is fullly complying with the wage provisions of this Agreement.

ARTICLE XI

Should any dispute occur in respect to the interpretation of any article of the Agreement, or the application thereof, or should any dispute occur not provided for in any article of this Agreement, such consroversies shall be disposed of in the following manner:

The aggrieved party shall immediately notify the other in writing of the dispute, controversy or unsettled grievance, which notice shall state the position or interpretation of the complaining party.

If said grievance is not settled within ten (10) working days, said dispute shall then be submitted to a committee of five (5) persons for decision. The complaining party shall, at the time of notifying the other party of his grievance, select two (2) persons for membership on such committee and the other party to said controversy shall then, within two (2) days, select two (2) persons to act on such committee, and then the four (4) persons so selected shall, within five (5) days, meet and select a fifith member of such committee from a list of Arbitrators from Federal Mediation and Councilation Service.

The committee so selected shall then, hear such controversy and the matters in dispute, and shall then make a decision thereon. The decision of a majority of such committee of five members shall be final and binding upon both parties to this Agreement. There shall be no strike or lockout, or other action taken by either party while a matter is pending under this Article. All expenses of arbitration are to be shared equally by both parties.

ARTICLE XII

Should the Union hereafter enter into any agreement with any milk dealer operating or delivering within the territory of Lake and Porter Counties in Indiana, upon terms and conditions more advantageous to such dealer than the terms and conditions of this Agreement; or should the Union sanction a course of conduct enabling any dealer doing business in the area above described to operate under more advantageous terms and conditions than those provided for in this Agreement, the Employer shall be entitled to adopt such terms and conditions in lieu of those contained in this Agreement.

It is further agreed and understood that it shall be considered a violation of this contract for any Employer signator hereto to have in his employ any employee selling and/or delivering milk or dairy products in the above described territory, working under any other terms or conditions of employment than those specified in this Milk Wagon Drivers and Dairy Employees' contract. No Employer shall sell routes to individuals without negotiation and agreement with the Union. Failure to reach an agreement with the Union shall be resolved thru arbitration procedure.

ARTICLE XIII

It shall not be considered a violation o fthis Agreement for any member of this Union to refuse to deliver goods where a strike, work stoppage or lockout occurs, providing such strike, work stoppage or lockout has been conducted legally under terms of applicable State or Federal laws.

ARTICLE XIV

It is agreed between the parties that Article 13 to 27 inclusive shall apply exclusively to the work classifications for which wage rates are established by this Article 14.

EFFECTIVE JULY 1, 1967, through JUNE 30, 1970, the following wage rates shall be paid:

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ARTICLE — 14

	July 1, 1967		July 1, 1968		July 1, 1969	
	Per Day	Per Day Work Week	Per Day	Per 5 Day Work Week	Per Day	Per 5 Day Work Week
Solicitor — Route Foreman	$30.65	$153.25	$31.45	$157.25	$32.45	$162.25
Route Swingman	29.45	147.25	30.25	151.25	31.25	156.25
*Retail Routeman	25.89	129.45	25.89	129.45	25.89	129.45
Store Routeman	28.75	143.75	29.55	147.75	30.55	152.75
Wholesale Routeman (Receiving Commission)	29.85	149.25	30.65	153.25	31.65	158.25
Wholesale Routeman (Not Receiving Commission)	29.85	149.25	30.65	153.25	31.65	158.25
Special Delivery or Extra Man	28.25	141.25	29.05	145.25	30.05	150.25
Truck Drivers & Can Haulers	28.45	142.25	29.25	146.25	30.25	151.25
Transport Driver — Day	28.45	142.25	29.25	146.25	30.25	151.25
Transport Driver — Night	29.25	146.25	30.05	150.25	31.05	155.25

(*) In addition to wages and commissions, (retail routemen) shall be paid incentive pay based on net retail collections: July 1, 1967 — $2.00 per $100.00

July 1, 1968 — $2.50 per $100.00

July 1, 1969 — $3.50 per $100.00

Net retail collections shall be determined from all money collected for Retail Points as defined in Article XV.

These Incentive Pay earnings shall be paid each month along with the regular commission earnings.

In the event of route splits as described in Article 22, Incentive Pay earnings shall also be included in the computation of amount of guarantee.

New inexperienced men, after learning route, employed outside for a regular route or vacation relief work, shall receive Five ($5.00) Dollars less than the regular wage scale for sixty (60) days. After the said sixty days, they shall receive the regular wage scale.

In all classifications whenever a foreman, route swing man, or extra man is on any day required to run a route of over 800 points per day based upon a monthly average sale, he shall receive 60% of one day's commission based on the monthly average commission of the route he runs. The balance of the commission of the route for that day shall be credited to the regular driver on that route.

Any employee working in excess of five days in any one work week shall receive the per diem rate for such extra day worked, and in addition, as overtime pay, a sum equal to one-half the per diem rate.

Routeman leaving after four hours for sickness shall receive eight hours pay. Routeman called out to take over route of sick man shall receive 1 1/2 times pay for not less than four hours.

Any employee having received more than the scale of wages specified in the preceding Agreement expiring June 30, 1967 shall have that amount added to his wages as specified in this Article.

No employee shall suffer a reduction in wages because of the provisions of Article 14 of this Agreement, except as is specifically provided in said Article.

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ARTICLE XV

Iit is agreed by the parties hereto that in computing the commissions hereinafter set forth, a point of goods is defined as 1 quart of milk, or 1 quart of chocolate drink, or 1 quart of buttermilk, or 1 quart of skim milk, 1 pint of milk, or 1 pint of chocolate drink, ,or 1 pint off buttermilk. 3 1/3 quarts of milk or 3 1/3quarts of chocolate drink, or 3 1/3 quarts of buttermilk; 4 1/2 pints of buttermilk; 2 gills of cream or 1 1/2 pint of cream; Egg Nog - 4 points per quart and 2 points per pint. 2 1/3 quarts of milk shall be considered as one point only when delivered to vending machines.

Commission on Half and Half. or products (other than cream) containing more than 6% butter fat shall be paid for at the rate of one and one-half (1 1/2) points.

Retail Only

1 Lb. Butter	1½ Pt.
1 Lb. Margarine	1½ Pt.
1 Lb. Cottage Cheese	1⅓ Pt.
1 Jar Cottage Cheese	1⅓ Pt.
1 Doz. Eggs	1⅓ Pt.

Wholesale Commission on the above packaged items shall be one cent per package.

Commisisons on all non dairy iteams shall be negotiated.

Itemized monthly balance sheet with information as per sample used in negotiation shall be furnished to each routeman.

Points and packages for the purpose of commission payments, shall be classified as follows:

(A) **Retail points** are points delivered or sold to a purchaser who consumes, but does not resell the products.

(B) **Store points and packages** are points and packages delivered or sold to a food or grocery store purchaser who resells for consumption off the premises.

(C) **Wholesale points and packages** are points and packages delivered or sold to restaurants hospitals, institutions, mill canteens, cafeterias, hotels, schools, drug store fountains, food processing and manufacturing plants, railroads, steamship lines, all eating establishments, and any wholesale purchaser who purchases such points and packages for resale use or consumption on or about the premises.

Retail Routemen are those employees who deliver points as described in Paragraph (A) exclusively or who deliver some points as described in Paragraph (A) and some points and packages as described in either or both Paragraph (B) and (C). Retail Routemen, as defined in this Article, shall receive in addition to the wage provided for in Article 14 a commission of Seventy (70c) cents per hundred points for all points delivered or sold in excess of 1143 points per 6-day week and a commission of One (1c) Cent per package for all packages delivered or sold wholesale.

Store Routemen are those employees who deliver points and packages as described in Paragraph (B) exclusively. Store Routemen, as defined in this Article, shall receive in addition to the wage provided for in Article 14, a commission of Sixty-five (65c) Cents per hundred points for all points delivered or sold in excess of 1143 points per 6-day week and a commission One (1c) Cent for all packages delivered or sold.

Wholesale Routemen receiving commission are those employees who deliver some points and packages described in Paragraph (B) and some points and packages as described in Paragraph (C). Wholesale Routemen receiving commission, as defined in this Article, shall receive in addition

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to the wage provided for in Article 14, a commission on store points and packages as described in Paragraph (B) of Sixty-five (65c) Cents per hundred points delivered or sold in excess of 1143 points per 6-day week and a commission of One (1c) Cent for all packages. No commission shall be paid wholesale routemen receiving commission for wholesale points and packages sold or delivered as described in Paragraph (C). At the option of the Employer, and whenever the Employer deems it advisable, wholesale routemen receiving commission may be paid the wage of a store routemen as provided in Article 14. which event they shall receive a commission of Sixty-five (65c) Cents per hundred points for all points in excess of 1143 points per 6-day week and One (1c) Cent per package for all packages, regardless of whether said points and packages are store points and packages or wholesale points and packages as described in Paragraph (B) and (C).

Wholesale Routemen not receiving commission are those employees who deliver points and packages and described in Paragraph (C) exclusively. Wholesale Routemen not receiving commission shall receive the base wage provided for in Article 14. Such routmen shall not receive commission.

ARTICLE XVI

All packaged dairy products for use in vending machines are to be delivered by routemen as described in this contract, and commissions shall be paid on all such packaged goods.

No member of Local Union No. 835 shall mark prices on dairy products delivered by him.

ARTICLE XVII

All weekly wages shall be paid on Thursday for the preceding week ending Saturday.

All commissions are to be paid monthly. The preceding month's commission shall be paid not later than the fourth Thursday of the following month. Monthly statement of goods sold shall be made available to routemen on request.

ARTICLE XVIII

A routeman who is absent from his route because of sickness or injury for not more than fourteen calendar days in any one calendar year shall receive commission from same, with the exception of men whose routes swing man is paid commission as provided in Article 14, Paragraph 5 and 6. After that period, commission is to be paid to the man who is on the route.

ARTICLE XIX

If a route swing man is required to serve two complete routes alone in one day, he shall receive two days' pay. If he serves any part of two routes, he shall receive time and one-half for all hours in excess of Nine (9) hours, based on his reporting and checking in time. The hourly rate for computing overtime shall be determined by dividing the per diem rate by eight.

If a foreman is required to run a route alone, he shall drive in, unload his returns and settle his accounts as soon as his route is properly finished. No further work shall be required of him on that day.

ARTICLE XX

All experienced routemen and route swing men are to be paid while learning route. New inexperienced men are to be paid one-half pay while learning route. Not to exceed one week for any one man.

ARTICLE XXI

Any employee working 51% of his time in one day at any of the preceeding classified occupations shall receive for that day the highest scale specified.

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No employee shall be paid less than his regular rate of pay, even though he may work 51% or more of his time in a classification lower than his regular position.

ARTICLE XXII

In the event that a commission paying route is split, the routeman whose route is so divided shall have first choice of the two new routes with full commission of the old route in addition to his basic wage for the six (6) months following, or for such time as he shall continue in such employment if less than six (6) months. Full commissions to be determined by the thirty (30) days' average sale previous to the dividing of said route. The routeman shall be paid on all points and packages and shall be notified of his split commission. This Article shall apply even though the routeman who is receiving the guaranteed commission is on vacation.

ARTICLE XXIII

The present delivery system of six-day operation shall continue in effect throughout the contract except when otherwise provided in this paragraph. Retail and wholesale routes to remain on the six-day delivery during the duration of this agreement. The Employer may serve retail customers according to customer requirements.

Effective May 1, 1969, the Employer may serve stores not less than a minimum of four days per week.

Reporting time for routemen shall not be earlier than 6:30 A.M. and not later than 8:00 A.M. All routemen must be checked in not later than nine (9) hours after their respective reporting time. which nine hours shall include one (1) hour for lunch. Deliveries to start at 7:00 A.M. An accurate time recording device shall be installed that will be agreed upon between the Union and the employer.

The work week for routemen shall be 45 hours per week.

In case it is found after proper investigation by the Employer and the Union that the route is too large to be run within the proper time limit, the route shall be adjusted by the Employer within two weeks after notification by the Union of overloading. If adjustments are not made within two weeks after the request is made by the Union and the route is so overloaded that it cannot be made within the time limits, it shall be consoidered a violation of this contract.

It is agreed by the Employer that routemen shall be allowed to drive in, unload their retunrs and settle their accounts as soon as their routes are properly finished. Only milk and ice trucks to have the right-of-way in loading and unloading.

Routes serving factories or serving seasonal summer business shall be checked in not later than nine (9) hours after their reporting time, which nine hours shall include one (1) hour for lunch.

Absolutely no special or regular deliveries are to be made on Sunday's excepting industrial routes and deliveries for Lake boats when authrized by the Union.

This Article shall not apply in case of breakdown, accident or delay beyond the Employer's control.

All deliveries in the Chicago area will abide by the Chicago contract in Lake and Porter counties. Indiana will abide by the Local Union No. 835 contract and wage scale.

Where the Employer requires the employee to make a cash deposit, interest shall be paid on such deposit at the rate of four (4%) per cent per annum payable annually. Should the Employer require the employee to give bond, the same will be furnished, the Employer to pay the full premium.

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ARTICLE XXIV

On the following legal holidays: Memorial Day, Labor Day and November Eleventh, all routemen shall report any time in the morning that business may require and shall be checked in not later than 11:00 A.M. On Labor Day, all routes shall be checked in not later than 10:00 A.M.

Effective July 1, 1968, retail routemen & route swingmen shall be paid for but not be required to work on July Fourth, Thanksgiving Day, Christmas Day and New Years Day. Employers may reschedule retail deliveries without penalty, when the above off holidays interfere with saisfafctory service to customers.

When wholesale deliveries are necessary on these four holidays, the wholesale routeman making deliveries shall be paid a day and one-half wages.

ARTICLE XXV

The Union agrees at all times, as far as is in its power, to further the interest of the Employer.

It is mutually agreed between the parties herein named that the customer and consumers of the Employer belong to, and are a part of, the assets and good will of the said Employer; that the employee solicts, serves and sells such customers and consumers in a representative capacity only, and if for any reason whatsoever any member of the said Union terminates his employment or is discharged or dismissed, or for any reason said employment ceases and is terminated, it is understood and agreed that any such employee or his agent shall not call upon, solicit, sell or interfere with or divert the customers or consumers formerly served by him on behalf of his former Employer for a period of one (1) year from the date of his termination of employment.

It is further understood that if an employee were to resign as a member of the Union, in no event would this abrogate the agreement until the space of the one (1) year from the date of his resignation or his discharge has elapsed.

ARTICLE XXVI

All stolen, broken, spilled or soured goods to be allowed daily upon proper evidence.

Retail routemen shall not be charged for retail containers. Each routeman shall however, keep a record of gallon jugs delivered to and received from each retail customer. In case of repeated and excessive gallon jug shortage by any retail routeman, he shall be subject to discipline by the Employer.

No employee shall be required to pay for goods which he has been unable to sell.

There shall be no duplication of merchandise orders requested by management from routemen or assistant foremen.

Heat producing defrosters and heaters shall be provided for all trucks.

No employee shall be required to pay insurance premium on company owned vehicle.

No special deliveries by the driver after checkng in at the dairy.

No employee shall be liable for loss of company money due to burglary robbery, or stick-up, provided it has been reported to the police.

Bidding on route jobs and route swingman job shall be limited to the original vacancy and the next vacancy caused by this bidding. Bids shall be filled within one (1) week after bid has been awarded. Bid shall be limited to one successful bid in a period of three (3) years. Employee must have at least two (2) years seniority to be eligible to bid.

ARTICLE XXVII

Any legitimate shortage created by a routeman, route rider or route foreman shall be determined at the end of each month and posted in route books by the 12th of the following month. Such shortage shall be paid on the following commission pay day. The same shall apply to the crediting of overages.

Routemen shall have books in by the sixth day of each month.

All Dealers agree that home delivery route book pages will be headed by the Dealer.

It is agreed that monthly outstanding and rebate tapes will be run by the Employer.

ARTICLE XXVIII

It is agreed between the parties that Article 28 to 31 inclusive shall apply exclusively to the work classifications for which wage rates are established by this Article 28.

EFFECTIVE JULY 1, 1967 and continuing through JUNE 30, 1970 the following wage rates shall prevail:

ARTICLE 28 — SCALE "A" (Part 1)	July 1, 1967		July 1, 1968		July 1, 1969	
	Per Hour	Per 40 Hr. Week	Per Hour	Per 40 Hr. Week	Per Hour	Per 40 Hr. Week
Head Garage Mechanic	$3.8925	$155.70	$3.9925	$159.70	$4.1175	$164.70
Garage Mechanic	3.7525	150.10	3.8525	154.10	3.9775	159.10
Mechanics Helper	3.4025	136.10	3.5025	140.10	3.6275	145.10
Head Refrigator Man	3.71125	148.45	3.81125	152.45	3.93625	157.45
Refrigator Man	3.66125	146.45	3.76125	150.45	3.88625	155.45
Head Plant Mechanic	3.71125	148.45	3.81125	152.45	3.93625	157.45
Plant Mechanic	3.66125	146.45	3.76125	150.45	3.88625	155.45
Pasteurizer-Pure Pak Filler Operator, Cheese Maker	3.53625	141.45	3.63625	145.45	3.76125	150.45
Receivers & Inspectors of Milk, Buttermilk, Sort-Cured Milk, Vitamin D Milk, Butter Maker, Bottle Washer Operator, Refrigeratormen, Relief men & Van Loaders	3.47375	138.95	3.57375	142.95	3.69875	147.95

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ARTICLE 28 — SCALE "A" (Part 2)	July 1, 1967 Per Hour Week	Per 40 Hr.	July 1, 1968 Per Hour Week	Per 40 Hr.	July 1, 1969 Per Hour	Per 40 Hr. Week
Checkers, Dairymen, Platform men Car men, Can Washer & Similar misc. Labor	3.42375	136.95	3.52375	140.95	3.64875	145.95
Wagon Washer, Janitors, Watchmen and other General Labor.	3.39875	135.95	3.49875	139.95	3.62375	144.95
Inside Foreman	3.61215	144.45	3.71125	148.45	3.83625	153.45
Engine Operator	3.57375	142.45	3.67375	146.45	3.79875	151.45
General Inside Foreman having more than 20 men under their direct supervision.	3.71125	148.45	3.81125	152.45	3.93625	157.45
General Inside Forman having 15 to 20 men under their direct supervision.	3.66125	146.45	3.76125	150.45	3.88625	155.45

ARTICLE 28 — SCALE "B"	July 1, 1967 Per Hour	40 Hr. Week	July 1, 1968 Per Hour	40 Hr. Week	July 1, 1969 Per Hour	40 Hr. Week
Chief Clerk	$3.59875	$143.95	$3.69375	$147.95	$3.82375	$152.95
Cashier	3.43575	137.43	3.53575	141.43	3.66075	146.43
Comptometer Operator	3.23575	129.43	3.33575	133.43	3.46075	138.43
Checkers & Clerks	3.21075	128.43	3.31075	132.43	3.43575	137.43
Typists and Swithchboard Operator	3.18575	127.43	3.28575	131.43	3.41075	136.43
For the first 12 months of employment, inexperienced office personnel consisting of checkers, miscellaneous clerks, typists & switchboard operators shall receive.	3.02375	120.93	3.12375	124.93	3.24875	129.93
For employees in the 13th to 15 months, both inclusive, they shall receive.	3.08575	123.43	3.18575	127.43	3.31075	132.43
For employees in the 16th to 18th months, both inclusive, they shall receive.	3.14875	125.95	3.24875	129.95	3.37375	134.95

THEREAFTER, employees in these classifications shall receive the regular rate for the work classification in which they are employed.

Any inexperienced men employed inside for regular inside work or vacation work shall receive Five (5.00) Dollars less than regular scale for thirty (30) days. After the said thirty days, they shall receive the regular wage scale as set forth in Article 28 of this Agreement, with the exception of inexperienced office personnel consisting of checkers, miscellaneous clerks, typists and switchboard operators.

Any plant employee not office personnel, whose regular shift of work is split so as to afford a rest period of more than one (1) hour, including the lunch period, shall be considered a split shift worker. For each hour of a split shift day, such employee shall receive 10% an hour in addition to his regular hourly rate of pay. All split shifts must be completed within twelve (12) hours.

Any employee whose regular shift of work requires the performance of work between the hours of 6:00 P.M. and 6:00 A.M. (this work is to be distinguished from ordinary overtime work) shall be considered a night night shift worker. If less than four (4) hours of a night shift worker's scheduled hours are performed between the hours of 6:00 P.M. and 6:00 A.M. he shall receive $1.60 per shift in addition to his regular rate on such scheduled shift. If four or more hours ar eperformed between the hours of 6:00 P.M. and 6:00 A.M., he shell receive in addition to his regular hourly rate for each hour worked on such scheduled shift a sum equal to 10% of his regular hourly rate of pay.

ARTICLE XXIX

Time and one-half the regular hourly rate of pay shall be paid for all work in excess of eight (8) hours in one day ,or forty (40) hours in one week, whichever is greater. It is recognized by the parties that because of the provisions herein for extra payments to split shift workers and night shift workers, and the fact that an employee may work at two jobs in the same work week, it is possible for employee to work at different hourly rates in the same work week. In all such situations, the average hourly rate of pay shall be ascertained and overtime shall be computed in such cases from the average hourly rate of pay in lieu of the regular rate of pay. Plant men called in on scheduled day off will recive time and one-half for eight hours and two times the regular hourly rate for all Sunday work.

Any employee reporting for work on his regular scedule who is sent home by the Employer or his representative, for any reason beyond the employees control shall receive 4 hours pay. Any employee hurt on job shall receive a full day's pay.

ARTICLE XXX

The employer may reschedule regular days off during a week in which any of the following-seven (7) holidays occur. July Fourth, Labor Day, November Eleventh, Thanskgiving Day, Chirstmas Day, New Year's Day, and Memorial Day.

All employees are to be paid their regular rate of pay for each of the above holiadys plus one and one-half (1/2) times their regular rate if required to work on any of these days. This compensation is in addition to regular weekly wages and overtime as provided for in Article XXIX, but shall not be inclued in the computation of overtime pay.

If any of the above holidays fall on Sunday, the day observed by the State, Nation, or by proclamation, shall be observed as such.

ARTICLE XXXI

Any employee working fifty-one (51%) percent or more of his time in any day in a work classifi-

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cation bearing a higher rate than his regular work classification shall receive the higher rate for the entire day.

No employee shall be paid less than his regular rate of pay, even though he may work 51% or more of his time in a classification lower than his regular position.

No employee shall suffer a reduction in wages because of the provisions of Article 28 and 30 of this Agreement, except as is specifically provided in said Articles.

Any employee receiving more than the rate provided for his work classification in the contract between the parties herein which expired of June 30, 1967, shall receive the same differential above his classification rate under this Agreement.

The work week under this Agreement shall begin on Sunday and end on Saturday and wages shall be paid on Thursday for the preceding week ending on Saturday night.

ARTICLE XXXII

No plant or office employee shall operat a route or any part of a route, nor shall a routeman work in the plant on a daily basis, nor shall any employee be required to unload coal or brick or sand without his consent.

Where overtime work is necessary, the regular man on the job shall have the first preference to such overtime.

All cases shall not be stacked over six (6) high.

The Employer shall post, no later than Thursday the schedule of days off and the starting time for the week immediately following. All schedules are final. One week's notice shall be given to any change in the starting time.

The above paragraph shall not apply in case of breakdown, accident, or other emergency beyond the Employer's control.

No employee shall be dismissed or suspended for serving on a Union Committee, or for acting as a delegate to a Labor Convention.

Any UnionOfficer called for Union duty shall be off, providing the company is notified forty-eight (48) hours in advance. The company will not be liable for the wages for said time off.

Union Made coveralls are to be furnished all inside employees and are to be union laundered at Employer's expense.

In the case of a vacancy on an inside job, the job shall be posted for a period of seventy-two (72) hours, stating the hours of work and the classifications. If there is a change of more than two hours it shall be reposted. It shall then be awarded to the senior man who bids, provided he is competent to perform the job and has at least two (2) years of seniority. In addition, a man shall be entitled to only one bid per year. This bidding shall be limited to the original vacancy and the next two vacancies caused by this bidding.

Bids shall be filled within ten (10) working days if possible.

Newly created jobs shall be posted for bids after 30 days.

An employee who is displaced because of job elimination shall have the right to exercise two (2) bids within a year.

An inside employee, whose job has been eliminated, may select the job of another inside employee having less seniority, without regard to the preceding paragrph; provided such selection is satisfactory to the Employer and the Union. This right must be exercised within 48 hours after employee is notified of his job elimination.

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Safety shall be stressed by the Union, the employees and the Company. And equipment shall be in safe condition.

ARTICLE XXXIII

EFFECTIVE JULY 1st, 1967 each Employer shall pay into the Calumet Region Milk Dealers and Local Union No. 835, I. B. of T. Helath and Welfare Fund. Six Dollars and 25 cents ($6.25) per week .For each person employed under the terms of this Agreement. Contributions for new employees shall begin after they have been employed for thirty (30) days.

The Health and Welfare Fund shall be administered by a committee of six (6), consisting of three (3) Trustees representing the Union and three (3) Trustees representing the Employers. Each party shall have two (2) alternates named to said committee.

It is further agreed that the Employer's liability to Calumet Region Milk Dealers and Local Union No. 835, I. B. of T. Health and Welfare Fund is limited to the exact amount of contributions provided for by this Agreement.

ARTICLE XXXIV

The Employer agrees to contribute to the Retirement Plan of Calumet Region Milk Dealers and Local Union No. 835, I. B. of T. as presently in effect. in respect to each of Employer's employees covered by said Plan the sum of One Dollar and 80 cents ($1.80) for each day worked by the employee with a maximum of Nine Dollars ($9.00) per such employee in any one week. The Employer's liability under this Article is limited to payment of the afore said contribution to said Plan.

EFFECTIVE JULY 1st, 1969, the above daily contribution shall be increased to two dollars ($2.00). Maximum of ten dollars ($10.00) per week

The Pension Fund shall be administered by the committee of six (6), consisting of three (3) Trustees represeting the Union and three (3) Trustees representing the Employer. Each party shall have two (2) alternates named to said committee.

It is further agreed that covered employees who have reached their sixty-fifth (65th) birthday shall retire, on the last day of the month in which his birthday occurs, if said employees are eligible to receive benefits under the Dairy Employee—Milk Dealers Pension Plan, as amended.

ARTICLE XXXV

If during the period o fthis Agreement it is determined that route salesmen, (individualy or collectively) are not exempt as "outside salesmen" from the overtime provisions of the Fair Labor Standards Act, the parties agree to immediately negotiate a wage rate which will comply with the requirements of the Act and will result in approximately the same pay for the same sales volume on each route as contemplated under the terms of this agreement.

ARTICLE XXXVI

It is hereby understood and agreed between the parties that if because of the decision of any court any part or parts of this Agreement are held to be illegal, the remaining parts shall be in full force and effect as completely as if the parts held to be illegal had not been included herein.

ARTICLE XXXVII

This agreement shall be effective as of July 1, 1967, and will continue in full force and effect until June 30, 1970, and each year thereafter unless notice is given in writing by either party at least sixty (60) days prior to June 30, of any year thereafter.

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THIS AGREEMENT signed by the Parties hereto

this ______________________ day of

______________________, 1967

SIGNED:

____

By ______________________

Employer

MILK WAGON DRIVERS & DAIRY EMPLOYEES
LOCAL UNION NO. 835
OF LAKE, PORTER COUNTY, INDIANA

By ______________________

Business Representative

NAMES OF EXECUTIVE BOARD

EVERETT STEWART	President
ROBERT WARWICK	Vice-President
CHARLES OPPERMAN	Sec.-Treasurer
LEO MADISON	Recording Secrtary
EUGENE BADE	Trustee
FRANK BOLDA	Trustee
JOHN PARCHEM	Trustee
ALBERT BANASKI	Bus. Rep.

CX302 A-I

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Mr. E. Pilgrim
HEADQUARTERS

Mr. E. R. Bayma
Purchasing Director
CHICAGO

November 15, 1971

Enclosed is a copy of the latest Dean Food Company proposal along with a proposal from Hawthorne Melody. I think you will agree that the proposal from Hawthorne Melody is not as good as the one from Dean Foods, therefore we have not made an analysis of the offering.

Attached is an analysis by areas of the Dean proposal. We compared Borden's present prices and the Dean bid. In this analysis we find that there is an annual difference of $253,916.

It is the Division's recommendation that we switch our A&P label milk business from Borden to Dean Foods with the exception of 25 stores in the Northern Area of the Division that should be given to Spinney Run Farms.

The only point of clarification that we should make is that the prices that Dean quoted would not be affected by this change.

E. R. Bayma

ERB:olp
attachments

~~Item 2~~

CX 302 A-I

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ITEM	AREA I	COST	$ Bordens	COST	$ Dea
P. L. Homo Gals.	42,151	.8652	26,169	.830	25,112
P. L. Homo ½ Gals.	40,996	.4326	17,346	.419	16,800
P.L. Homo Qts.	16,451	.2218	3,812	.225	3,702
P. L. 2% Gals.	6,999	.8232	5,762	.776	5,501
P. L. 2% ½ Gals.	6,899	.4116	2,840	.393	2,711
P. L. Skim ½ Gals.	5,556	.4010	2,228	.353	1,961
P. L. Skim - Qt.	3,635	.2013	732	.191	694
P. L. Buttermilk - ½ Gals.	3,307	.4220	1,396	.4003	1,324
P. L. Buttermilk - Qt.	4,008	.2168	869	.207	830
P. L. Whip Cream - ½ Pt.	2,104	.3253	685	.313	659
P. L. Half & Half - Qt.	1,488	.5980	890	.469	698
P. L. Half & Half - Pt.	21,066	.2980	6,278	.236	4,972
P. L. Dip	773	.3250	251	.236	182
P. L. Chocolate - Qt.	2,508	.2763	693	.278	697
ADVERTISED BRAND					
Lo-Fat Chocolate - ½ Gals.	578	.4722	272	.421	243
Yogurt	5,448	.2419	1,317	.248	1,351
Sour Half & Half - Pt.	2,612	.3914	1,022	.343	896
Sour Cream - Pt.	1,777	.5450	968	.486	864
Sour Cream - 8 oz.	2,688	.2810	755	.254	683
TOTAL			84,587		80,217

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ITEM	AREA I ZONE IP	COST	$ Bordens	COST	$ [illegible]
P. L. Homo - Gals.	7,711	.8652	6,672	.800	6,170
P. L. Homo - ½ Gals.	5,450	.4326	2,358	.419	2,284
P. L. Homo - Qts.	1,796	.2318	416	.225	404
P. L. 2% - Gal.	949	.8232	781	.786	746
P. L. 2% - ½ Gal.	977	.4116	402	.393	384
P. L. Skim - ½ Gal.	159	.4010	64	.353	56
P. L. Skim - Qt.	1,246	.2038	254	.191	238
P. L. Buttermilk - ½ Gal.	797	.4220	336	.4003	319
P. L. Buttermilk - Qt.	329	.2168	71	.207	68
P. L. Whipping Cream - ½ Pt.	183	.3278	60	.313	57
P. L. Half & Half - Qt.	308	.5980	184	.469	144
P. L. Half & Half - Pt.	2,142	.2980	638	.236	506
P. L. Dip	120	.3250	39	.236	28
ADVERTISED LABEL					
Lo-Fat Chocolate - ½ Gal.	129	.4702	61	.421	54
Yogurt	72	.2378	17	.248	18
Sour Half & Half - Pt.	426	.3921	167	.343	146
Sour Cream - Pt.	91	.5450	50	.486	44
Sour Cream - 8 oz.	508	.2810	143	.254	129
TOTAL			12,713		12,095

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ITEM	AREA ?	COST	$ Borden's	COST	$ D
F. L. Homo Gals.	6,403	.7820	5,007	.819	5,244
F. L. Homo - ½ Gals.	4,748	.3910	1,856	.409	1,942
F. L. Homo - Qts.	1,492	.2105	314	.221	330
F. L. 2% Gals.	1,563	.7400	1,157	.766	1,197
F. L. 2% - ½ Gals.	1,850	.3700	685	.383	709
F. L. Skim - ½ Gal.	196	.3620	71	.343	67
F. L. Skim - Qt.	119	.1840	22	.186	22
F. L. Buttermilk - ½ Gal.	321	.3830	123	.393	126
F. L. Buttermilk - Qt.	329	.1960	64	.207	68
F. L. Whip Cream - ½ Pt.	120	.3040	36	.309	37
F. L. Half & Half - Pt.	610	.2830	173	.231	140
F. L. Dip	133	.2963	39	.293	39
ADVERTISED BRAND					
Chocolate (Lo-Fat) - ½ Gal.	45	.4126	19	.411	18
Yogurt	210	.2215	47	.244	51
Sour Half & Half - Pt.	82	.3773	31	.339	28
Sour Cream - Pt.	80	.5054	40	.478	38
Sour Cream - 8 oz.	92	.2739	25	.250	23
TOTAL			9,709		10,079

4455

ITEM	AREA 3	COST	3 Bordens	COST	3 Deans
P. L. Homo - Gals.	2,028	.8436	1,719	.839	1,710
P. L. Hom o - ½ Gals.	1,270	.4218	536	.419	532
P. L. Homo - Qts.	575	.2284	131	.225	129
P. L. 2% - Gal.	783	.8016	628	.786	615
P. L. 2% - ½ Gal.	928	.4008	372	.393	365
P. L. Skim - ½ Gal.	315	.3692	116	.353	111
P. L. Skim - Qt.	125	.1917	24	.191	24
P. L. Buttermilk - ½ Gal.	211	.3850	81	.403	85
P. L. Buttermilk - Qt.	254	.1954	50	.207	53
P. L. Whip Cream - ½ Pt.	273	.2512	69	.313	85
P. L. Half & Half - Qt.	48	.4947	24	.469	23
P. L. Half & Half - Pt.	804	.2484	200	.236	190
P. L. Dip	48	.2287	11	.298	14
ADVERTISED BRAND					
Lo-Fat Chocolate - ½ Gal.	92	.4287	39	.421	39
Yogurt	350	.2444	86	.248	87
Sour Half & Half - Pt.	110	.3550	39	.343	38
Sour Cream - Pt.	51	.4224	22	.486	25
Sour Cream - 8 oz.	128	.2258	29	.254	33
TOTAL			4,176		4,158

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ITEM	AREA 4	COST	$ Borden	COST	$ E
P. L. Homo - Gals.	3,879	.8368	3,246	.839	3,254
P. L. Homo - ½ Gals.	2,461	.4184	1,030	.419	1,031
P. L. Homo - Qt.	906	.2242	2,031	.225	2,039
P. L. 2% Gal.	785	.7948	624	.786	617
P. L. 2% - ½ Gal.	875	.3974	348	.393	344
P. L. Skim - ½ Gal.	468	.3894	182	.353	165
P. L. Skim - Qt.	152	.1977	30	.191	29
P. L. Buttermilk - ½ Gal.	295	.4104	121	.4093	118
P. L. Buttermilk - Qt.	268	.2097	56	.207	55
P. L. Whip Cream - ½ Pt.	124	.3177	39	.313	39
P. L. Half & Half - Pt.	1,488	.3077	458	.236	351
P. L. Dip	110	.3190	35	.236	26
ADVERTISED BRANDS					
Lo-Fat Chocolate - ½ Gal.	72	.4503	32	.421	30
Yogurt	410	.2419	99	.248	102
Sour Half & Half - Pt.	84	.3829	32	.343	29
Sour Cream - Pt.	44	.5435	24	.486	21
Sour Cream - 8 oz.	128	.2770	35	.254	33
TOTAL			8,422		8,283

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ITEM	REA 5	COST	‡ Becker	COST	‡ Dacs
P. L. Homo - Gal.	4,265	.8204	3,499	.799	3,407
P. L. Homo - ½ Gal.	1,440	.4102	591	.399	575
P. L. Homo - Qt.	151	.2201	33	.215	32
P. L. 2% - Gal.	84	.7814	66	.746	63
P. L. 2% - ½ Gal.	840	.3892	327	.373	313
P. L. Skim - ½ Gal.	32	.3812	12	.333	11
P. L. Skim - Qt.	69	.1936	13	.181	12
P. L. Buttermilk - ½ Gal.	18	.4022	7	.383	7
P. L. Buttermilk - Qt.	48	.2056	10	.197	9
P. L. Whip Cream - ½ Pt.	54	.3136	17	.303	16
P. L. Half & Half - Pt.	476	.2936	140	.226	108
P. L. Dip	28	.3093	9	.288	8
ADVERTISED BRAND					
Lo-Fat Chocolate - ½ Gal.	20	.4423	9	.401	8
Yogurt	324	.2280	74	.238	77
Sour Half & Half - Pt.	24	.2554	6	.333	8
Sour Cream - Pt.	75	.5054	38	.466	35
Sour Cream - 8 oz.	18	.2694	5	.244	4
TOTAL			4,856		4,693

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ITEM	AREA 6	COST	$ B[illegible]	COST	$ D
F. L. Homo - Gals.	1,209	.7876	952	.799	966
F. L. Homo - ½ Gals.	2,270	.3938	894	.399	906
F. L. Homo - Qts.	816	.2119	173	.215	175
F. L. 2% - Gals.	220	.7456	164	.746	164
F. L. 2% - ½ Gal.	826	.3728	308	.373	308
F. L. Skim - ½ Gal.	335	.3641	122	.333	112
F. L. Skim - Qt.	67	.1854	12	.181	12
F. L. Buttermilk - Qt.	196	.1974	39	.197	39
F. L. Whip Cream - ½ Pt.	108	.3061	33	.303	33
F. L. Half & Half - Pt.	638	.2854	182	.226	144
F. L. Dip	101	.3011	30	.288	29
TOTAL			2,909		2,888

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TEM	AREA 7	COST	$ Bordens	COST	$ Deans
. L. Homo - Gal.	1,979	.7768	1,527	.799	1,581
. L. Homo - ½ Gal.	3,061	.3885	1,189	.399	1,221
. L. Homo - Qt.	250	.2260	57	.215	54
. L. 2% - Gal.	878	.7167	629	.746	655
. L. 2% - ½ Gal.	1,182	.3584	424	.373	441
. L. Skim - ½ Gal.	921	.3422	315	.333	307
. L. Whip Cream - ½ Pt.	210	.3257	68	.303	64
. L. Half & Half - Pt.	564	.2742	155	.226	127
OTAL			4,374		4,450

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THE BORDEN COMPANY
CHICAGO METROPOLITAN REGION
1821 S. KILBOURN AVENUE
CHICAGO, ILLINOIS 60623

AREA CODE 312 CRAWFORD 7-6400

October 1, 1965

Mr. E. R. Schmidt
The Great A & P Tea Company
2622 N. Pulaski Avenue
Chicago, Illinois

Dear Mr. Schmidt:

You have our price quotations dated September 21, 1965 for milk, cream and other dairy products for several areas in Indiana and Illinois. We wish to assure you that our prices are proper under applicable law and we are prepared to defend these prices.

We appreciate your patronage.

Sincerely,

THE BORDEN COMPANY
Chicago Metropolitan Region

J. G. Tarr

J. G. Tarr, Sales Manager
Chain Store Sales

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A&P Chicago

THE BORDEN COMPANY
CENTRAL DIVISION
1821 S. KILBOURN AVENUE
CHICAGO, ILLINOIS 60623

RALPH R. MINKLER
PRESIDENT

October 1, 1965.

Mr. Jack B. Pentz, President
Borden's Milk and Ice Cream Co.,
Division of The Borden Company
350 Madison Avenue
New York, New York 10017.

Dear Jack:

Here's a copy of the letter delivered to the A & P this morning.

Cordially,

Ralph

Ralph R. Minkler.

RRM:mlb
attachment.

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Q And do you recall who it was that interviewed you?

A Yes, Mr. Palewicz.

Q And were stenographic notes taken of that interview?

A There was.

MR. MC INERNEY: Are those the notes he had introduced to us, Mr. Mathias?

MR. MATHIAS: Yes.

By Mr. Mathias:

Q Was there any prior interview of you by anyone on behalf of the Federal Trade Commission?

A No.

Q Now, Mr. Tarr, in giving your final quotation to A&P for private label milk, did you feel that you actually had to meet the competitor's quote, the competitive quote?

A No.

Q Or only come close to it?

A Only close to it.

Q Was it your feeling and your belief that the Borden offer would have been accepted by A&P at a slightly higher price then the competitive quote?

A Yes, I believe that's true.

Q Now, when you made this final quotation, and when I speak of "final quotation," I mean the $820,000 saving offer, prior to your making that offer, did Mr. Schmidt in

RAPX 7A

any way suggest to you what your quotation should be?

A No.

Q When you gave that final quotation to Mr. Schmidt at that time or thereafter, did he tell you that you had actually met the competitor's price?

A Not -- no, he never said that.

Q Did you ask Mr. Schmidt what the competitive offer was?

A No.

Q And did he volunteer that information to you?

A No, never.

Q You never received that information?

A No. Don't know now.

Q Did you ask who the competitive bidder was?

A No.

Q And he didn't tell you that either?

A No.

Q Did you ask him whether the price that Borden was quoting was above the competitor's price or below the competitor's price?

A No.

Q Or precisely at the competitor's price?

A No.

Q You didn't ask him any of those things?

A No.

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Q And he didn't volunteer any of that information?

A No, he didn't.

Q In any of your discussions with anyone on behalf of A&P, or any discussion at which you were present and anyone representing A&P was present, was the Robinson-Patman Act ever mentioned?

A Never.

Q Did you or anyone in your presence ever inform anyone from A&P or ever mention to anyone from A&P that the $820,000 saving offer was not cost justified?

A No.

Q Throughout these private label negotiations with A&P, did Elmer Schmidt or anyone from A&P make any misstatement to you or mislead you in any way?

A No.

Q Do you consider Mr. Schmidt to be an honest and truthful man?

A Yes.

Q Now, yesterday, at Page 497 of your testimony, you said in part, Line 7:

> "You see, we couldn't operate in an area and someone else would be way under us, neither could we raise the price, neither could we go way under anyone else, because that would ruin the market too."

Now, my question is, wasn't it perfectly normal

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business practice for you to meet competitors' prices?

A Yes, by the dairy industry, it's the same way.

MR. MC INERNEY: We have no further questions at this time, your Honor, until we get the documentary production that we have asked for.

HEARING EXAMINER SCHRUP: You are talking now about both the subpoena directed to the Secretary of the Commission and your application for the proposed subpoena relating to the testimony on the depositions?

MR. MC INERNEY: That's right, your Honor.

HEARING EXAMINER SCHRUP: Well, of course, in the order I have stated I think the matter of the subpoena directed to the Secretary of the Commission is premature, and that will be taken up during the prehearing conference, and it may eventually prove to be moot. It has in several cases I have had.

MR. MC INERNEY: Your Honor, of course, knows our position that the deposition is premature instead.

HEARING EXAMINER SCHRUP: I understand your position.

MR. MC INERNEY: Thank you.

HEARING EXAMINER SCHRUP: I gave consideration to it. I don't propose to change my ruling now.

Now, on your application for the subpoena duces tecum to Borden, I don't know how complete this voluntary return was

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and that's a matter, of course, that will be taken up again at the pre-hearing conference. There's nothing that can be done about that today, and that will -- that may eventually prove to be moot. We don't know.

So that takes care of this situation so far except for the possibility of -- I don't say the possibility, the probability of redirect examination.

MR. MATHIAS: Could we have just a few minutes' break, your Honor?

HEARING EXAMINER SCHRUP: Very well.

MR. MATHIAS: So we can take a look at the record.

HEARING EXAMINER SCHRUP: Off the record.

(A short recess was taken.)

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HEARING EXAMINER SCHRUP: Back on the record. Proceed, Mr. Mathias.

REDIRECT EXAMINATION

By Mr. Mathias:

Q Mr. Tarr, at your meeting with Mr. Schmidt in early September, when he first informed you of the receipt of a competitive offer, did you make any attempt to determine the amount of the competitive offer that you were going to have to meet?

A I never asked him in that way or anything. I can't remember exactly what was said. Of course, I would have liked to have known.

Q Did you ask for any clues?

A I didn't ask any clues, no, but I kind of hoped that maybe he'd throw something out.

Q Well, did you carry on a conversation with him attempting to get some clues as to the area of the competitive bid?

A Well, not precisely that way. I was kind of hoping in the course of conversation something might come out. I kept talking and so did he.

Q How did you do this?

A I can't remember just what I said. I can't -- way back there I can't remember. But I was hoping that there would be --

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Q Did you do some fishing with Mr. Schmidt and try --

MR. MC INERNEY: Object to the form.

THE WITNESS: Well, no, the only thing --

HEARING EXAMINER SCHRUP: I'll let him answer.

MR. WHITE: There is an objection.

HEARING EXAMINER SCHRUP: Well, you understand what he means by the term "fishing"?

THE WITNESS: What was that?

HEARING EXAMINER SCHRUP: Do you know what counsel means by the term "fishing"?

THE WITNESS: Yes.

HEARING EXAMINER SCHRUP: You may answer.

THE WITNESS: I might have tried a little fishing, but I don't remember what I said or anything. There was nothing mentioned at all by me that -- like, "Elmer, can you tell me what the bid was or give me some clue of the thing," or anything like that. And neither did he volunteer anything. The only thing that ever made anything was when he said the $50,000 wasn't a drop in the bucket. If you remember, I testified as to that.

By Mr. Mathias:

Q Mr. Tarr, I would like to show you the purported transcript of your statement to Mr. Palewicz on December 30, 1969, Pages 440 and 441, and ask you to read these two pages to see if these refresh your recollection as to some

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of the events at this early September meeting with Mr. Schmidt.

HEARING EXAMINER SCHRUP: Mr. Mathias, has this transcript been previously furnished to counsel for Borden and counsel for A&P?

MR. MATHIAS: Yes, it has, sir.

MR. MC INERNEY: Yes, sir.

THE WITNESS: Well, that's correct. He did, as I said before, he did mention Wanzer and Bowman, but he didn't say there were bids. I changed the thing down here, you remember.

By Mr. Mathias:

Q Now, I'm not asking you to testify as to anything that is written on these particular pages. All I wanted you to do is refresh your memory as to that particular day.

A I did a little, I said I did a little fishing.

HEARING EXAMINER SCHRUP: What's the date of that transcript?

THE WITNESS: But I don't remember what was said on that thing. There wasn't anything definitely --

HEARING EXAMINER SCHRUP: What is the date?

MR. MATHIAS: December 30, 1969. It's about two years ago.

By Mr. Mathias:

Q Well, this is exactly what I mean, Mr. Tarr. I didn't

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mean you necessarily put a straight question to him. You did make some attempt to determine how far Borden had to go in order to meet competitive offers?

A All I did was a lot of talking and hopeful that somewhere along the line, why, he would say something besides the $50,000. But that was one of the things, the only thing that he actually said that gave us any clue whatsoever.

But I did in my conversation, when I said I was fishing, I was trying to keep the conversation going, hopefully that something in the course of it would bring out the thing. But as far as any direct question or anything that would apply to that, that I didn't.

HEARING EXAMINER SCHRUP: I think I can understand your position. You consider this as a very important customer?

THE WITNESS: Yes.

HEARING EXAMINER SCHRUP: And you were rather walking on eggshells, is that it?

THE WITNESS: That's right. I knew I shouldn't ask him and I didn't. But I thought, you know, I thought maybe something would occur, he would drop some hint. And the $50,000 I thought was a hint, of course. In fact, it wasn't, it was a direct thing. But so vague, the $50,000 wasn't a drop in the bucket meant that it was an awful lot

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more than $50,000, an awful lot more.

MR. MATHIAS: I have no more questions, your Honor.

HEARING EXAMINER SCHRUP: Anything further from you gentlemen?

MR. WHITE: I have no further questions.

HEARING EXAMINER SCHRUP: Mr. McInerney?

MR. MC INERNEY: No, sir.

HEARING EXAMINER SCHRUP: You are excused, Mr. Tarr.

(Witness excused.)

MR. MATHIAS: Your Honor, I had requested Mr. Braun to have Mr. Malone here at 10:00. However, he said he could not do that, so he'd be here at 10:30. So I'm afraid we'll have to take a half hour adjournment.

HEARING EXAMINER SCHRUP: Rather than adjourn, I had mentioned -- I don't think you heard -- I mentioned to counsel for A&P and counsel for Borden that this would probably be a good time to discuss the timing of the first pre-hearing conference.

I don't think we need this on the record. We'll take a recess now until 10:30.

(Recess taken.)

HEARING EXAMINER SCHRUP: Back on the record. Do you have a further deponent, Mr. Mathias?

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Special Bulletin No. 83
June 1954

ALLOCATION OF WHOLESALE MILK DISTRIBUTION COSTS

FEDERAL TRADE COMMISSION

Docket No. 8866 ~~COMMISSION~~ RESPONDENT Exhibit No. 9

In the Matter of: A&P Tea Co.

Date 6/27/73 Witness ______ Reporter [illegible]

WISCONSIN DEPT. OF AGRICULTURE
Dairy, Food and Trade Division

RA-PX 9

4473

Allocation of Wholesale Milk Distribution Costs*

Frank Groves and Lyle Solverson**

Daniel A. Milan and Donald J. Soberg***

Introduction

The Wisconsin Dairy Industry Trade Practice Law provides that if a wholesaler charges purchasers different prices for selected dairy products of like grade and quality and a substantial, adverse competitive effect may result, such price discrimination is illegal. However, price differentials may exist ". . . which merely allow for differences in the cost of manufacture, sale or delivery resulting from the differing methods or quantities in which selected dairy products are sold or delivered to such purchasers."[1]

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[1] Sec. 100.201 (2) (b), Wis. Stats.: "No wholesaler shall discriminate in price, directly or indirectly, between different purchasers of selected dairy products of like grade and quality where the effect of such discrimination may be substantially to lessen competition or tend to create a monopoly, or to injure, destroy or prevent competition with any person who either grants or knowingly receives the benefit of such discrimination, or with customers of either of them. Proof made at any proceeding under this paragraph that there has been discrimination in price shall be prima facie evidence of the truth of such charges. The burden of rebutting such prima facie evidence by a showing of justification shall be upon the person charged with the violation. Nothing in this paragraph shall prevent any person charged with a violation of this paragraph from rebutting such prima facie evidence by showing that his lower price was made in good faith to meet an equally low price of a competitor. Nothing in this paragraph shall be construed to apply to the submission of bids to or sales to the United States, the state, any municipality as defined in s. 345.05 (1) (a), or any religious, charitable or educational organization or institution. Nothing in this paragraph shall prevent:

1. Price differentials which merely allow for differences in the cost of manufacture, sale or delivery resulting from the differing methods or quantities in which such selected dairy products are sold or delivered to such purchasers.
2. Persons engaged in selling selected dairy products from selecting their own customers in bona fide transactions and not in restraint of trade.
3. Price changes from time to time resulting from changing conditions affecting the market for or the marketability of the selected dairy products concerned, including but not limited to actual or imminent deterioration, obsolescence, distress sales under court process, or sales in good faith in discontinuance of business in the selected dairy products concerned."

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* This report is based on information currently available and is subject to review and revision as more data becomes available.

** Department of Agricultural Economics, University of Wisconsin.

*** Wisconsin State Department of Agriculture, Division of Dairy, Food and Trade, Dairy Trade Practice Section, C. L. Jackson, Chief.

The authors gratefully acknowledge the valuable assistance and help of their colleagues and the Wisconsin fluid milk and ice cream industry.

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This report does not deal with procedures to determine whether any particular system of pricing or price structure results in sales at less than cost.

The purpose of this paper is to present a suggested procedure for determining delivery cost differentials that exist between different methods of delivery and different quantities delivered. This procedure is offered as a guideline, based on accepted procedures of cost allocation.

Definitions

1. Stop—refers to a location. As used here, a stop is a retail food store.

2. A Delivery—the process of transferring a product from one location to another. If the wholesaler services a stop two times in one day, two deliveries have been made whether or not merchandise is left at the stop.

3. Service Time—time that can be allocated directly to a stop. This includes time for securing the order, putting up the order, servicing the case, stamping merchandise, collecting, and all other functions performed at the stop by the delivery man.

Cost Allocation Methods

Broadly stated, the theory of the allocation of costs is that each segment of business activity should be charged with the expenses that are incurred in the particular operation involved in it. Thus, the cost of a commodity properly includes the cost of the material incorporated therein, the cost of any material destroyed in making it and the payments to labor for the particular operations by which the commodity was made and distributed.[1]

Methods of Delivery

Different methods of delivery are associated with different services extended to the purchaser.

In the time studies made three basic methods were observed.[2]

1. Full Service—includes secure the order, put up the order, service the case and sometimes the storage cooler, make out the bill, accept outdated merchandise, stamping merchandise, and collect (cash, check or extension of invoice for signature).

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[1] Edwards, Corwin D., *The Price Discrimination Law*, The Brookings Institute, Washington, D. C., 1959, p. 596.

[2] Time studies conducted by Wisconsin Department of Agriculture, Department of Agricultural Economics, University of Wisconsin, and cooperating dairies during 1963. This time data is only for retail food stores.

2. Modified Drop—includes put up order, put the product in the storage cooler and preordering of merchandise. This procedure does not include checking outdated merchandise or the acceptance of outdated merchandise.

3. Drop Service—the product is prearranged in the truck for each store. The product is put on the dock or the backroom of the store. The merchandise is preordered. This procedure does not include checking outdated merchandise or the acceptance of outdated merchandise.

Variations and combinations of the above methods are in practice. For example there is "tailgate delivery", where the product is taken from the truck by store employees. The important point is that the methods used should be explicitly defined in the wholesaler's price list and then followed.

Units Delivered

In order to determine the cost per unit delivered it is necessary to aggregate various container sizes and to combine different products delivered. The following standard unit chart was developed for this purpose:

Item		Units
1 quart	equals	1
½ gallon	equals	2
1 gallon	equals	4
bulk gallons	units/gallon	4
pints	equals	½
⅓ quart	equals	⅓
½ pint	equals	¼

(Above schedule includes: milk—whole, regular, skim and flavored; modified and fortified milk, cream, buttermilk, juices and fruit drinks and egg nog.)

Other Items		Units
dips*	units/package	1
sour cream*	units/package	1
cottage cheese*	16 oz. and under	1
cottage cheese	over 16 oz., units/lb.	1
butter	units/lb.	1
eggs	units/doz.	1
evaporated milk	units/case	20
diet drink	units/quart	1
canned drink	units/quart	1
cheese	units/lb.	1
Ice Cream		
All package ice cream	units/gallon	4
Novelties	units/doz.	2

*All of these items—packages under 12 oz. ½

By using a standard unit chart delivery costs per unit may be considered rather than cost of delivery per gallon, or ½ gallon, or per pound of cheese, etc.

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Service and Quantity Time Differentials

The time studies made by the Wisconsin Department of Agriculture and the Department of Agricultural Economics, University of Wisconsin, clearly show that it requires less time per unit to make a delivery when less service is offered. This study also shows that service time per unit decreases as the number of units per delivery increases.

These results are shown in Figure 1, page 5.

Allocation of Distribution Costs

Allocation methods are based on the principle that the recipient of a service should be charged for that service. If each cost could be traced to its origin, there would be no problem. However, this is not the case. There are two costs involved in making deliveries:

1. Specific Costs (Variable Costs)—are costs that can be traced directly to their origin. These costs can be allocated to a specific recipient of goods and services. Service time for making a delivery at a stop results in specific cost.

2. Common Costs (Fixed Costs)—are costs that cannot be traced directly to their origin. These costs must be allocated, but the allocation cannot be made without subjective judgement. All costs other than for performing the service at the stop are common costs. The cost of moving the merchandise to each stop and miscellaneous costs are common costs.

Even though common costs cannot be allocated directly to their origin, the principle that each recipient of a delivery should be charged for the cost of that delivery can be applied. The allocation should be made on the basis that each recipient of a delivery will be charged with his share of the common costs.

The suggested method contains eight steps.

Step 1: List all labor[1] and truck costs[2].

Step 2: List all routemen's time. The time starts when the routeman checks in, until he checks out.

Step 3: Divide total delivery cost by the total number of delivery minutes to get delivery cost per minute.

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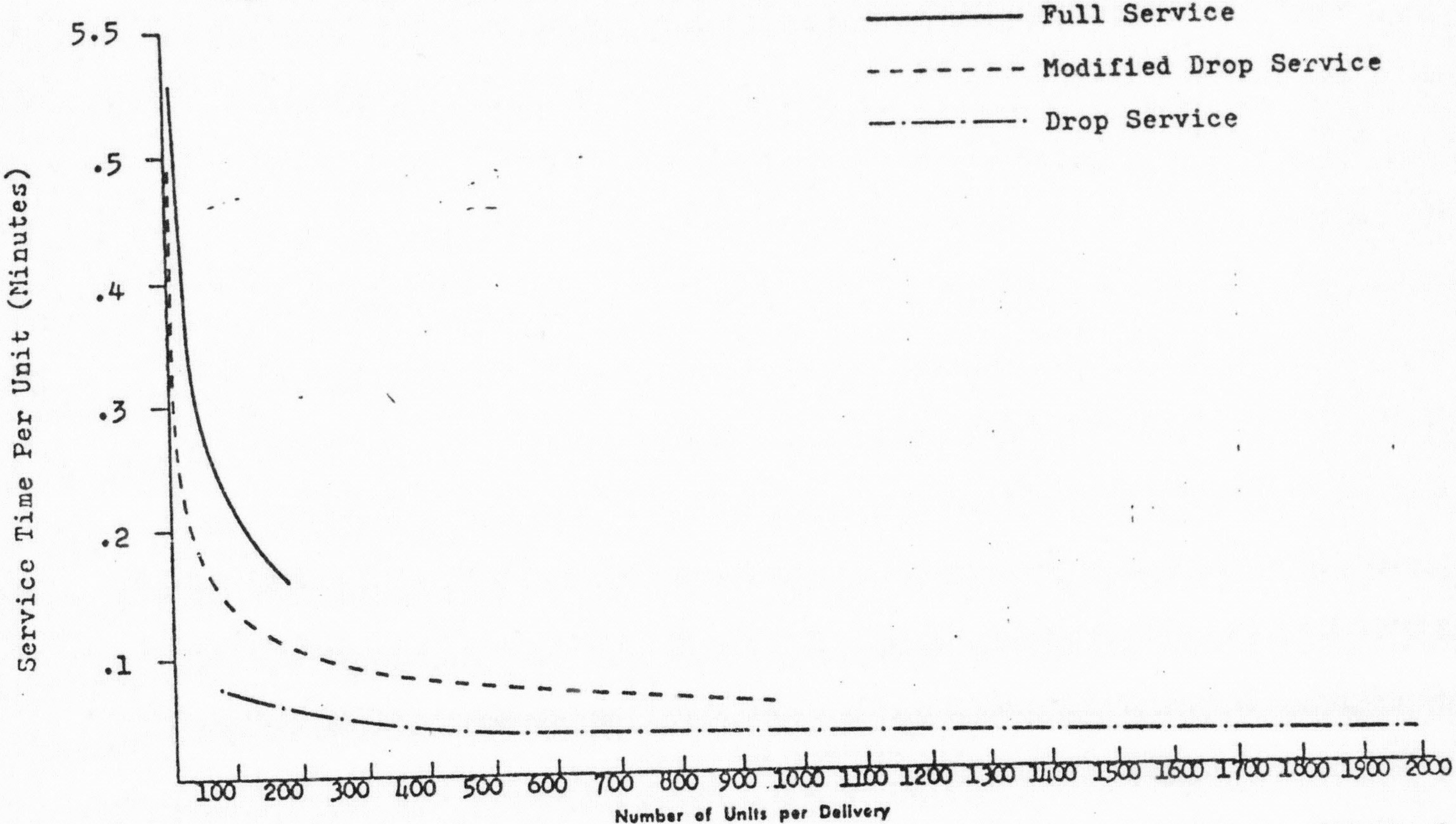
[1] Labor includes the following: regular and overtime wages and commissions for regular and relief drivers; fringe benefits including social security tax, hospital and life insurance, workmen's compensation, retirement benefits and vacations.

[2] Truck expenses include the following: licenses; taxes; depreciation; leasing fees; gas, oil and grease; tires and tubes; maintenance and repairs; garage overhead; insurance; refrigeration unit maintenance; interest; garage labor. Truck costs should be based on at least one year's experience.

The items listed in [1] and [2] may not include all expenses incurred by all dairies. Care should be taken to include all applicable costs.

Figure 1. Service Time Requirements, Wholesale Milk Distribution, Wisconsin, 1963



Source: Time studies conducted by the Wisconsin State Department of Agriculture, Department of Agricultural Economics, the University of Wisconsin, and cooperating dairies during 1963. This time date is only for retail food stores.

4477.

Step 4: Multiply cost per minute by service time to get specific cost per delivery. (Service time per delivery for full service is found in Table 1, page 9. Service time per delivery for modified drop service is found in Table 2, page 9. Service time per delivery for drop service is found in Table 3, page 10.)

Step 5: Multiply all time other than service time by cost per minute to get total common cost.

Step 6: Divide total common cost by the number of deliveries to get common cost per delivery.

Step 7: Add specific cost to common cost to get total cost per delivery.

Step 8: Divide total cost per delivery by the number of units delivered to get delivery cost per unit.

An Example

This example is hypothetical. It is meant only to illustrate the above procedure. The results of the example should not be used as a basis for any company's pricing schedule.

Assumptions Made

1. This company has only full service delivery.
2. This company has 10 trucks making wholesale deliveries.
3. Trucks costs—$7.50 per day per truck.
4. Labor costs—$4.00 per hour including fringe benefits.
5. The drivers average 8 hours per day.
6. Quantity taken per delivery:

Number of Units/Delivery	Number of Deliveries*	Number of Units/Delivery	Number of Deliveries*
3	47	46– 50	5
7	60	51– 60	4
13	32	71– 80	3
18	32	81– 90	7
21–25	15	161–170	2
26–30	20	191–200	18
31–35	13		

*This should include all deliveries made with this type of service on all routes.

Step 1: List all labor and trucks costs.

Truck costs = $7.50 × 10 routes = $75.00

Labor costs = $4/hour × 8 hours × 10 routes = $320.00

Total costs = $75.00 + $320.00 = $395.00

Step 2: Total time = 480 minutes × 10 routes = 4800 minutes.

Step 3: Divide total cost by total number of minutes to get cost per minute.

$$\frac{\$395.00 \text{ (total cost)}}{4800 \text{ minutes}} = \$.0823/\text{minute}$$

Step 4: Multiply cost per minute by service time to get specific cost per delivery:

Service time per delivery is obtained from Table one, page 9. (If a company has a modified drop service, as previously defined, use Table two, page 9. If a company has a drop service, as previously defined, use Table three, page 10.)

1 *Quantity	2 Service[a] time/ delivery	3 Number of deliveries	4 Total[b] service time	5 Specific[c] cost/ delivery	6 Total[d] specific cost
3	4.00	47	188.00	$ .329	$ 15.472
7	5.75	60	345.00	.473	28.394
13	7.50	32	240.00	.617	19.752
18	8.75	32	280.00	.720	23.044
21- 25	9.45	15	141.75	.778	11.666
26- 30	10.45	20	209.00	.860	17.201
31- 35	11.15	13	144.95	.918	11.929
46- 50	13.65	5	68.25	1.123	5.617
51- 60	14.75	4	59.00	1.214	4.856
71- 80	17.65	3	52.95	1.453	4.358
81- 90	19.10	7	133.70	1.572	11.004
161-170	28.88	2	57.76	2.377	4.754
191-200	31.40	18	565.20	2.584	46.516
Total...................		258	2485.56		$204.568

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[a] From Table 1, page 9.
[b] Column 2 x column 3.
[c] Column 2 x $.0823.
[d] Column 4 x $.0823.

*Use the averages for the brackets.

Step 5: Multiply all time other than service time by cost per minute to get total common cost.

Total service time = 2,485.56 minutes

All time = 4,800.00 minutes

4,800.00 — 2,485.56 = 2,314.44 minutes common time

2,314.44 minutes × $.0823/minute = $190.478 = Total common cost

Step 6: Divide total common cost by the number of deliveries.

$$\frac{\$190.478 \text{ (total common cost)}}{258 \text{ (number of deliveries)}} = \$.738/\text{delivery} = \text{common cost/delivery}$$

Step 7: Add specific cost to common cost to get total cost.

1 Quantity	2 Specific[a] cost/ delivery	3 Common[b] cost/ delivery	4 Total[c] cost/ delivery
3	$ .329	$.738	$1.067
7	.473	.738	1.211
13	.617	.738	1.355
18	.720	.738	1.458
21- 25	.778	.738	1.516
26- 30	.860	.738	1.598
31- 35	.918	.738	1.656
46- 50	1.123	.738	1.861
51- 60	1.214	.738	1.952
71- 80	1.453	.738	2.191
81- 90	1.572	.738	2.310
161-170	2.377	.738	3.115
191-200	2.584	.738	3.322

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[a] From step 4, column 5.
[b] From step 6.
[c] Column 2 + column 3.

Step 8: Divide total cost per delivery by the number of units delivered to get cost per unit.

1 Quantity	2 Total[a] cost/ delivery	3 Delivery[b] cost/unit
3	$1.067	$0.356
7	1.211	0.173
13	1.355	0.104
18	1.458	0.081
21- 25	1.516	0.067
26- 30	1.598	0.058
31- 35	1.656	0.051
46- 50	1.861	0.039
51- 60	1.952	0.035
71- 80	2.191	0.029
81- 90	2.310	0.027
161-170	3.115	0.019
191-200	3.322	0.017

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[a] From column 4, step 7.
[b] Column 2 ÷ column 1.

Use of Results

By using certain delivery methods, wholesalers may realize savings in distribution. All or part of these savings may be passed on to the purchaser. Quantity discounts and price schedules offering less service are two ways of reflecting these savings.

Price differentials for varying quantities delivered and price differentials for different services performed that exceed justifiable cost differences are discriminatory. Prices within, but not exceeding, justifiable differentials are not discriminatory. However, such discounts should not bring the wholesale price of a product below its total cost.

TABLE 1.—FULL SERVICE—SERVICE TIME PER DELIVERY

Number of units	Service time in minutes	Number of units	Service time in minutes
0	1.65	21- 25	9.45
1	3.00	26- 30	10.45
2	3.50	31- 35	11.15
3	4.00	36- 40	12.00
4	4.50	41- 45	12.85
5	5.00	46- 50	13.65
6	5.50	51- 60	14.75
7	5.75	61- 70	16.20
8	6.00	71- 80	17.65
9	6.50	81- 90	19.10
10	6.75	91-100	20.60
11	7.00	101-110	21.88
12	7.25	111-120	23.13
13	7.50	121-130	24.38
14	7.75	131-140	25.60
15	8.00	141-150	26.63
16	8.25	151-160	27.75
17	8.50	161-170	28.88
18	8.75	171-180	29.80
19	9.00	181-190	30.60
20	9.25	191-200	31.40

Source: Time studies conducted by the Wisconsin State Department of Agriculture, Department of Agricultural Economics, University of Wisconsin, and cooperating dairies during 1963. This time data is only for retail food stores.

TABLE 2.—MODIFIED DROP SERVICE—SERVICE TIME PER DELIVERY

Number of units	Service time in minutes	Number of units	Service time in minutes
1- 10	2.50	151- 200	19.90
11- 20	3.50	201- 250	24.00
21- 30	4.75	251- 300	26.00
31- 40	6.00	301- 350	28.50
41- 50	8.00	351- 400	30.50
51- 60	9.00	401- 500	35.25
61- 70	10.25	501- 600	40.50
71- 80	11.50	601- 700	44.75
81- 90	12.30	701- 800	48.50
91-100	13.00	801- 900	51.50
101-150	15.90	901-1000	53.50

Source: Time studies conducted by the Wisconsin State Department of Agriculture, Department of Agricultural Economics, University of Wisconsin, and cooperating dairies during 1963. This time data is only for retail food stores.

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TABLE 3.—DROP SERVICE—SERVICE TIME PER STOP

Number of units	Service time in minutes
50-100	5.500
101-150	8.000
151-200	10.250
201-250	12.250
251-300	14.000
301-350	15.500
351-400	17.000
401-450	18.250
451-500	19.500
501-550	20.750
551-600	22.000
601-650	23.000
651-700	24.000
701-750	25.250
751-800	26.000
801- 850	26.750
851- 900	27.750
901- 950	28.500
951-1000	29.250
1001-1100	30.500
1101-1200	32.000
1201-1300	33.750
1301-1400	35.225
1401-1500	36.500
1501-1600	37.750
1601-1700	38.500
1701-1800	39.500
1801-1900	40.000
1901-2000	40.500

Source: Time studies conducted by the Wisconsin State Department of Agriculture, Department of Agricultural Economics, University of Wisconsin, and cooperating dairies during 1963. This time data is only for retail food stores.

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RAPX 16

4483

THE BORDEN COMPANY
IOWA-CENTRAL ILLINOIS REGION
400 SIXTEENTH STREET
ROCK ISLAND ILLINOIS 61201

EGION OFFICE

August 3, 1967

Mr. D. R. Nelson
The Great Atlantic & Pacific Tea Company
Middlewestern Division
P. O. Box 419,
St. Louis, Missouri 63166

Dear Mr. Nelson:

We have attached schedule of prices in connection with deliveries to stores located in Hannibal, Louisiana, Bowling Green, Mexico, Jefferson City, Columbus and Kirksville.

These prices are based upon the terms and conditions as set forth and made a part of the price schedule attached. If you accept this proposal it will be necessary for Borden to secure a license for the Pekin, Illinois plant under the Missouri law. However, we expect no complications in respect to this detail. These prices, in our opinion, are proper under applicable law.

We thank you for the further opportunity to serve you.

Sincerely,

W. N. Waterstreet

WNW:ar
cc: W. K. Schools
S. W. Foss, Jr.

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RAPX 16

4484

RAPX 17

THE BORDEN COMPANY
IOWA-CENTRAL ILLINOIS REGION
400 SIXTEENTH STREET
ROCK ISLAND ILLINOIS 61201

REGION OFFICE

August 8, 1967

Mr. D. R. Nelson
The Great Atlantic & Pacific Tea Company
Middlewestern Division
P. O. Box 419,
St. Louis, Missouri 63166

Dear Mr. Nelson:

In my letter of August 3rd I made the statement that the prices we quoted to you in that letter are, in our opinion, proper under applicable law. You may rest assured that when I made this statement we were fully acquainted with the requirements of the Robinson-Patman Act and the problem of availability. It was my intention in the August 3 letter in my succinct statement that the prices were proper under applicable law to cover any implications that may be required as to availability under the Robinson-Patman Act.

Sincerely,

W. N. Waterstreet

W. N. Waterstreet

WNW:ar
cc: Wm. Schools

RA&P X-17

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RAP 18

THE BORDEN COMPANY
IOWA-CENTRAL ILLINOIS REGION
400 SIXTEENTH STREET
ROCK ISLAND ILLINOIS 61201

REGION OFFICE

September 2, 1967

Mr. D. R. Nelson
The Great Atlantic & Pacific Tea Co.
Middlewestern Division
P. O. Box 419
St. Louis, Missouri 63166

Dear Mr. Nelson:

We are pleased to submit and have attached a schedule of prices, per Schedule No. 1 which sets forth on the form provided the net prices covering the various milk products as requested.

The net prices as set forth represent milk products packaged under the A & P label at Borden's plant located at 231 Elizabeth Street, Pekin, Illinois and delivered on a three (3) day basis to your St. Louis area stores via a licensed contract carrier. The delivery charge as set forth represents the proposal of a licensed contract carrier, such proposal; however, being contingent upon such contract carrier's ability to secure necessary permits and authorities. In this regard the carrier will require a reasonable period of time to accomplish same.

These prices are subject to terms and conditions set forth on Schedule No. 2 - Terms and Conditions; Schedule No. 3 - Schedule of Butterfat and Ingredient Standards; Schedule No. 4 - Price Adjustment Schedule; Schedule No. 5 - Delivery Cost Adjustment Schedule; and Schedule No. 6 - Borden Case Packing Specifications.

Schedule No. 4 - Price Adjustment Schedule provides for the automatic adjustmentsin prices covering changes, up or down, in the Pekin, Illinois Class I Federal Order price, plus fees and premiums, as such price relates to the raw milk cost per hundredweight as set forth on Schedule No. 1.

Schedule No. 5 - Delivery Cost Adjustment Schedule provides for the automatic adjustment in prices where the "volume ordered for delivery to your stores is less than the considered efficient trailer load volume of 530 cases or 12,720 points on which the delivery cost factor of $.0143 per point has been based." This volume is also related to a eight (8) store group, and we believe that a scheduling program can be developed in this regard to bring about the optimum cost results desired.

In the event this proposal is accepted, it will be necessary for Borden's to secure permits from the St. Louis City and County Health Departments; and we expect no complications in this regard.

RACPT

Also as previously indicated, the contract carrier effecting delivery will have to secure the necessary approvals from the required sources involved.

These prices in our opinion are proper under applicable law.

We thank you for the opportunity to serve you.

Sincerely,

W. N. Waterstreet

WNW:ij

Encl.

PAXP X 156

Tittle's Food Center

4487

MAIN OFFICE – P. O. BOX 2557
GARY, INDIANA 46403

4 November 1972

Mr. Edwin R. Soeffing
6th St. & Pennsylvania Avenue N.W.
Washington, D.C.

Dear Mr. Soeffing:

Enclosed are the figures covering rebates, interest subsidy, and grand opening assistance received from Borden during the period fromSeptember 1965 to April 1970.

The figures circled on the ledger card represent interest subsidy as do the figures in the right hand column on the first written sheet down to 12-15-67 and from then on they represent grand opening assistance until 4-15-69. Unfortunately we do not have the balance of the interest subsidy figures, but these can be extrapolated to cover the first two years of the note.

All other figures are rebates. Only the figures in the extreme right hand column on the written sheets represent amounts other than rebate.

I hope this does not totally destroy your case.

Yours very truly,

Ray [illegible] Tittle Jr.

[illegible] COMMISSION

Docket No. 8866

Exhibit No. 29A

Resp

7-23-73

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No.

4488

NAME Interest expense and Interest return
Chicago National Bank and Borden

ADDRESS

RATING General Fund

CREDIT LIMIT

DATE	REFERENCE	CHARGES	✓	CREDITS	✓	BALANCE
BALANCE FORWARDED						
SEP 11'65				64.45		
SEP 25'65		225.29		58.33		
NOV 6'65		223.90				
NOV 20'65		208.34		55.97		
DEC 18'65				56.32		
JAN 15'66		220.28		52.08		168.20
						590.66
FEB 12'66		185.29		55.07		720.88
MAR 12'66		124.80				845.68
APR 9'66		180.85		42.78		983.75
MAY 7'66		172.23				
MAY 7'66				45.21		1,110.77
JUN '66		158.36		43.06		1,226.07
JUL 2'66		150.00		39.59		1,336.48
JUL 30'66		146.40		37.50		1,445.38
AUG 27'66				36.60		1,408.78
AUG 31'66				1,408.78		.00

INTEREST SUBSIDY

FEDERAL TRADE COMMISSION
Docket No.______ COMMISSION RESPONDENT Exhibit No.______

MASTER BUSINESS SYSTEMS, INC. 21087 ®

74
298

4489

Darden -	Rebate	Int.
9-12-66		34.45
9-15-66	203.72	
10-14-66		33.34
10-18-66	253.18	
11-14-66		28.19
11-16-66	298.52	
12-9-66		27.09
12-13-66	384.48	
1-18-67		25.87
2-15-67		23.82
2-16-67	327.80	
3-7-67		19.45
4-17-67	416.84	19.38
5-12-67		16.81
5-16-67	440.74	
6-15-67		15.07
7-11-67		12.50
8-16-67		10.91
9-22-67		8.61
10-17-67		6.26
11-8-67		4.38
12-15-67		2.16

10-17-67		6.26
11-8-67		4.38
12-15-67		2.16
		VILLAGE OPENING
6-12-68		148.80
7-15-68		154.60
8-9-68		145.40
9-11-68		153.70
10-8-68		146.30
10-8-68	73.27, 112.65, 125.56 -	
11-14-68		150.21
11-14-68	52.34 - 69.75 - 77.13	
12-16-68		149.79
12-16-68	70.42 - 94.23 - 101.83	
1-13-69		162.89
1-13-69	54.59 - 68.59 - 84.74	

50

290

4490

Rebate

2-10-69
2-10-69 57.64 - 82.40 - 80.38
3-12-69
3-12-69 55.25 - 82.68 - 89.26
4-15-69
4-15-69 57.00 - 95.23 - 103.39
5-19-69 41.11 - 63.38 - 65.58
6-17-69 59.61 - 86.30 - 93.45
7-28-69 44.20 - 65.40 - 64.21
8-15-69 48.64 - 63.05 - 65.37
9-12-69 51.49 - 7287 - 76.61
0-8-69 51.60 - 69.43 - 75.79
1-13-69 63.64 - 80.57 - 101.55

12-9-69 91.01 - 91.76 - 117.73
1-13-70 65.63 - 78.26 - 111.40
2-20-70 69.78 - 88.50 - 106.30

4-8-70 52.36 72.18 - 87.04

VILLAGE OPENING

137.11

158.62

141.38

THE BORDEN COMPANY (1831 S. Kilbourn Ave. (ca

WEEKLY BILLINGS FOR FLUID MILK PURCHASES FOR PERIOD ENDED 02/05
CUSTOMER NAME A&P STORE SUMMARY ACCOUNT NO. 9991
CHICAGO & SUBURBS

4491

CODE NO.	COMMODITY					QUANTITY SOLD	UNIT COST	BTL CHG.
39	HOMO	1GAL	G			15,868	$ .6510	$.15
42	HOMO	1/2G	P			39,851	.3430	
51	HOMO	QT	P			14,033	.1855	
141	HOMO PVT LBL	1GAL	P			12,938	.6248	
144	HOMO PVT LBL	1/2G	P			40,347	.3124	
147	HOMO PVT LBL	QT	P			17,618	.1712	
213	2%	1GAL	G			3,821	.6090	.15
216	2%	1/2G	P			3,648	.3220	
258	2% PVT LBL	1/2G	P			5,688	.2914	
273	SKIM	1/2G	P			2,125	.3220	
279	SKIM	QT	P			1,948	.1785	
291	SKIM PVT LBL	QT	P			4,448	.1407	
309	SKIM PVT LBL	1/2G	P			5,112	.2834	
324	BUTTERMILK	1/2G	P			1,340	.3430	
327	BUTTERMILK	QT	P			2,169	.1855	
342	BTRMLK PVTLBL	1/2G	P			2,671	.3044	
357	BTRMLK PVTLBL	QT	P			3,906	.1567	
372	CHOCOLATE	QT	P			567	.2240	
387	CHOC PVT LBL	QT	P			1,872	.2157	
393	CHOC SKIM	1/2G	P			1,175	.3220	
396	SHAKES	1/2PT	P			1,924	.0930	
402	CHOC HANDI-PK	1/2PT	P			1,215	.0595	
426	WHIP	1/2PT	P			276	.2800	
447	WHIP PVT LBL	1/2PT	P			3,063	.2647	
465	H&H	QT	P			1,366	.5390	
468	H&H	PT	P			10,572	.2730	
495	H&H PVT LBL	PT	P			11,278	.2447	
510	SOUR CREAM	PT	P			2,737	.4445	
513	SOUR CREAM	1/2PT	P			5,442	.2275	
522	DIP ONION	1/2PT	P			1,713	.2695	
528	DIP BLU	1/2PT	P			183	.2695	
540	TRIPLE WHIP	8OZ	C			929	.3710	
546	WAKE UP	PT	P			502	.2108	
684	YOGURT	1/2PT	P			2,300	.1890	
714	SOUR H&H	PT	P			2,286	.3255	
996	JUGS RETURNED					19,572		.15CR

1. TOTAL POINTS	455,887.75	5. TOTAL P	
2. TOTAL RETAIL VALUE	105,116.27	6. NET BOTT	
3. TOTAL DELIVERIES	895	7. TOTAL P	
4. AVERAGE POINTS PER DELIVERY		8. NET AM	

o, Illinois 60623

RA·PX32

66

ROUTE NO. PAGE 1

EXTENDED COST	EXTENDED BTL CHG	UNIT POINTS	EXTENDED POINTS	UNIT RETAIL	RETAIL VALUE
$0,330.06	2 $380.20	4.00	63,472.00	$ .7900	12,535.72
13,668.93		2.00	79,702.00	.4700	18,729.97
2,603.11		1.00	14,033.00	.2600	3,648.58
8,083.61		4.00	51,752.00	.8900	11,514.82
12,604.36		2.00	80,694.00	.4700	18,963.09
3,016.25		1.00	17,618.00	.2600	4,580.68
2,327.02	573.15	4.00	15,284.00	.7500	2,865.75
1,174.59		2.00	7,296.00	.4500	1,641.60
1,657.48		2.00	11,376.00	.4500	2,559.60
684.25		2.00	4,250.00	.4500	956.25
347.77		1.00	1,948.00	.2500	487.00
625.80		1.00	4,448.00	.2500	1,112.00
1,448.64		2.00	10,224.00	.4500	2,300.40
459.63		2.00	2,680.00	.4700	629.80
402.35		1.00	2,169.00	.2600	563.94
813.10		2.00	5,342.00	.4700	1,255.37
611.99		1.00	3,906.00	.2600	1,015.56
126.97		1.00	567.00	.3300	187.11
403.74		1.00	1,872.00	.3300	617.76
378.39		2.00	2,350.00	.4500	528.75
179.01		.25	481.00	.1250	240.56
72.26		.25	303.75	.0875	106.34
77.28		1.00	276.00	.4000	110.40
810.77		1.00	3,063.00	.4000	1,225.20
736.31		4.00	5,464.00	.7500	1,024.50
2,886.17		2.00	21,144.00	.3900	4,123.08
2,759.74		2.00	22,556.00	.3900	4,398.42
1,216.61		2.00	5,474.00	.6900	1,888.53
1,238.28		1.00	5,442.00	.3900	2,122.38
461.76		1.00	1,713.00	.3900	668.07
49.39		1.00	183.00	.3900	71.37
344.64		1.00	929.00	.5500	510.95
105.78		2.00	1,004.00	.2900	145.58
434.77		1.00	2,300.00	.2900	667.00
744.14		2.00	4,572.00	.4900	1,120.14
	2,935.80CR				

ODUCT COST	73,884.95
LE CHARGE	17.55
TTLE AND PRODUCT COST	73,902.50
NT DUE	73,902.50

D.L. - 32,835.48

Broken - 41,049.47

RAPX 32

4492

RAP's - 85

(ILLINOIS)

UNITED STATES OF AMERICA
BEFORE FEDERAL TRADE COMMISSION

---------------------------x

In the Matter of :

THE GREAT ATLANTIC & PACIFIC :
TEA COMPANY, INC.,
a corporation, : DOCKET NO. 8866

and, :

BORDEN, INC., :
a corporation
:
---------------------------x

STIPULATION OF FACTS

IT IS HEREBY STIPULATED AND AGREED by and between the Respondent, The Great Atlantic & Pacific Tea Company, Inc., and counsel supporting the complaint, for the purposes of this proceeding and for no other purpose, as follows:

1. That if the Borden customers identified below, each of whom is identified in Commission Exhibit 183 A-D as a retail store customer on Borden's O'Hare Branch in the Chicago Metropolitan Area purchasing milk products from Borden during February and/or March, 1966, were to give testimony in this proceeding, they would testify as follows as to said stores and time period:

FEDERAL TRADE COMMISSION
Docket No. 8866 RX 85

(a) That the Borden drivers delivered milk and dairy products to the cooler and display case at Cardinal Store; to a wall cabinet display case at Gene's Food Shop and to a home-style refrigerator at Edward Truty, and at each of these stores rotated stock and replaced out-of-date merchandise at no cost to the store, and made out the store's order for the next delivery after checking the point or points of delivery as noted herein.

(b) That the Borden drivers who delivered milk and dairy products to Bill's Markets, Spot Lite Market and Bruno Nalepa delivered milk next to or in front of the dairy display case in these stores (which did not have coolers) and these stores did not receive rotation of stock.

(c) That the Borden driver who delivered milk and dairy products to Theresa Crispino delivered inside the back door of the store in a room located in that area, replaced out-of-date merchandise at no cost to the store and made out the store's order for the next delivery after conferring with the owner.

(d) That the Borden driver who delivered milk and dairy products to Bill's Markets, Bruno Nalepa and Spot Lite Market replaced out-of-date merchandise at no cost to the store and made out the store's order for the next delivery after checking the dairy case and/or cooler (checking both if the Borden drivers delivered to the dairy display case and cooler).

(e) That the replacement of out-of-date merchandise at Bill's Markets and Theresa Crispino was infrequent and involved only small quantities usually of the low volume dairy by-products.

(f) That Bill's Market and Cardinal Store were billed weekly by the Borden driver who delivered milk and dairy products to their stores and they paid weekly at the time of billing.

(g) That Theresa Crispino, Gene's Food Shop, Bruno Nalepa, Spot Lite, and Edward Truty, were billed daily by the Borden drivers who delivered milk and dairy products to their stores and they paid the driver at the time of delivery.

2. That the discount Misicka's Food received from Borden on its purchases of milk and dairy products was approximately 20%.

3. That to the best of the parties' knowledge and belief, the stores identified below are no longer in operation and/or no store personnel were located who could testify as to the method of delivery to the store from Borden in February and/or March, 1966: Bel Park Foods; Congress Foods; Floom Bros.; Greenview Fruits; Madison La Veigne; Joe Milecki; Barney Trainor and Strickland's (both stores); and that Greenview Fruits went out of business in approximately October, 1972 and that the parties have not ascertained when the others went out of business.

Dated: March 1, 1974

By John J Mathias
John J. Mathias
Counsel Supporting the Complaint

CAHILL GORDON & REINDEL

By Thomas F. Curnin
Thomas F. Curnin
Attorneys for Respondent
The Great Atlantic &
Pacific Tea Company, Inc.

(INDIANA)

4496

UNITED STATES OF AMERICA
BEFORE FEDERAL TRADE COMMISSION

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        In the Matter of        :
                                :
THE GREAT ATLANTIC & PACIFIC    :    DOCKET No. 8866
  TEA COMPANY, INC.,
  a corporation,                :

and,                            :

BORDEN, INC.,                   :
  a corporation.
                                :
--------------------------------x
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STIPULATION OF FACTS

IT IS HEREBY STIPULATED AND AGREED by and between the Respondent, The Great Atlantic & Pacific Tea Company, Inc., and counsel supporting the complaint, for the purposes of this proceeding and for no other purpose, as follows:

1. That in October 1969, the purchasers identified below were customers of Borden on Borden's Hammond, Indiana Branch, were located at the addresses indicated and received milk and dairy products from Borden.

RAPX 36

DeLock's Market
2920 165th Street
Hammond, Indiana

DeLock's Market
6829 Hohman
Hammond, Indiana

DeLock's Market
1201 Chicago Avenue
Hammond, Indiana

High-Low Foods
114 Joliet Street
Schererville, Indiana

Jim's Marathon
3409 45th Avenue
Highland, Indiana

K-Mart Foods
7829 Indianapolis Blvd.
Hammond, Indiana

South Side Bantum Supermarket
8836 Kennedy
Highland, Indiana

Stan's Grocery
401 Colfax
Griffith, Indiana

Stop & Shop
105 E. Main
Griffith, Indiana

Teibel's Restaurant
Routes 30 and 41
Schererville, Indiana

2. That if these customers (other than Jim's Marathon) were to give testimony in this proceeding as to deliveries received from Borden to said customers in October 1969, they would testify:

(a) That the Borden drivers made deliveries to these stores six (6) days a week (except in the case of Stan's Grocery which received three (3) day delivery and K-Mart Foods which received between four (4) to six (6) day delivery) and delivered milk and dairy products to the customer's cooler and dairy display case, except for (i) K-Mart Foods, DeLock's Market at 6829 Hohman Avenue, Hammond, Indiana, Stop & Shop and Teibel's Restaurant where deliveries were made to the cooler; and (ii) DeLock's Market at 2920 165th Street, Hammond, Indiana, where deliveries were made to a combination cooler and dairy display case.

(b) That the Borden drivers rotated stock at the locations specified in Item (a) above and replaced out-of-date merchandise at no cost to the customers, except for Stop & Shop where the driver replaced out-of-date merchandise at no cost to the store but did not rotate the stock.

(c) That the replacement of out-of-date merchandise at DeLock's Market at 6829 Hohman Avenue and 2920 165th Street in Hammond, Indiana, South Side Bantum Supermarket and Stop & Shop was infrequent and involved only small quantities usually of the low volume dairy by-products.

(d) That the Borden driver replaced leaking cartons and sour Borden products at K-Mart Food that were within date (prior to date beyond which the product was not to be sold), but former store personnel cannot remember seeing out-of-date Borden milk and dairy products in the store.

(e) That except for K-Mart Foods, the Borden drivers made out the customer's order for milk and dairy products for the next delivery after checking the dairy display case and/or cooler (checking both if the Borden driver delivered to the dairy display case and the cooler).

(f) That High-Low Foods, South Side Bantum Supermarket and Stan's Grocery were billed daily by the Borden drivers and they paid the driver at the time of delivery, that DeLock's Market, 2920 165th Street, Hammond, Indiana was billed weekly and paid the Borden driver weekly, and that the other customers identified in Item 1 above were billed weekly or monthly and paid by checks sent directly to Borden.

3. That Jim's Marathon at 3409 45th Avenue, Highland, Indiana, operated as a gas station selling milk and dairy products supplied by Borden in October, 1969, is no longer in business and counsel for A&P

represent that to the best of their knowledge and belief, there are no personnel available who can testify as to the method of delivery this Borden customer received in October, 1969.

Dated: March 1, 1974

By John J. Mathias
John J. Mathias
Counsel Supporting the Complaint

CAHILL GORDON & REINDEL

By Thomas F. Curnin
Thomas F. Curnin
Attorneys for Respondent
The Great Atlantic &
Pacific Tea Company, Inc.

4501 · RAPX 38
Rec'd 3/11/74

(STORE SUBPOENA)

CAHILL, GORDON, SONNETT, REINDEL & OHL
EIGHTY PINE STREET
NEW YORK, N.Y. 10005
TELEPHONE 212-944-7400

OLD F. REINDEL
N P. OHL
RLES F. DETMAR, JR.
NCE J. MCKAY
LD DAUM
.D G. VAN CISE
N SCHNEIDERMAN
U. STOOKEY
FORD L. PORTER
N M. RICHARDSON
ARLYSLE McCANDLESS
IEL JAMES
VER H. HAVENS
LEY B. TENNEY
LIAM E. HEGARTY
IS McINERNEY
LIAM H. SAYRE
MOND L. FALLS, JR.
ANUEL KOHN
LPH O. WINGER

WARD HIDALGO
PARIS, FRANCE
NALD J. MULVIHILL
WASHINGTON, D.C.

JEROME DOYLE
PAUL H. FOX
LOFTUS E. BECKER
WILLIAM T. LIFLAND
WALTER C. CLIFF
JOSEPH P. CONWAY
DAVID R. HYDE
RALPH C. MENAPACE, JR.
MARSHALL H. COX, JR.
THOMAS F. CURNIN
EDWARD A. HANSEN
H. RICHARD SCHUMACHER
JOHN R. YOUNG
WILLIAM L. DENNIS
MICHAEL F. ARMSTRONG
HENRY G. BISGAIER
CARL M. BORNMANN
R. ANTHONY ZEIGER
FLOYD ABRAMS

PAUL W. WILLIAMS
FREDRICK C. KEMPNER
COUNSEL
THURLOW M. GORDON
JAMES A. FOWLER, JR.
OF COUNSEL

WASHINGTON OFFICE
FEDERAL BAR BUILDING WEST
1819 H STREET, N.W.
WASHINGTON, D.C. 20006

EUROPEAN OFFICE
4, PLACE DE LA CONCORDE
PARIS, FRANCE

RADIO AND CABLE ADDRESSES
"COTTOFRANK NEW YORK"
"COTTOFRANK WASHINGTON"
"COTTOFRANK PARIS"

L	8/7/72	BS
D	8/7/72	EB
In C	8/2	4PC

FEDERAL TRADE COMMISSION
Docket No. 8866 ~~COMMISSION~~ RESPONDENT Exhibit No. 38
In the Matter of: A&P
Date 3/11/74 Witness ______ Reporter MC

July 28, 1972

Re: FTC Docket No. 8866

Gentlemen:

We represent The Great Atlantic & Pacific Tea Company, Inc., a respondent in the proceeding described above which is presently pending before the Federal Trade Commission.

In connection with the preparation of our case in this matter, it has become necessary for us to obtain certain documents which may be in your files. For that reason we have, in compliance with the Rules of the Federal Trade Commission, obtained the issuance of the enclosed subpoena to your company and others which requests the production of certain materials necessary for use in the proceeding. While this subpoena calls for delivery of the documents before the Hearing Examiner who is presiding in this case in Chicago, Illinois, such a formal return will not be necessary if you will submit the documents to us in Chicago on or before September 5, 1972 at the office of Altheimer, Gray, Naiburg, Strasburg & Lawton, 1 North LaSalle Street, Chicago, Illinois (Tel. 312-372-0345) (Att. Lionel Gross). If a formal return is required, I ask that you advise me of this on or before August 28, 1972.

If, after you have an opportunity to review the subpoena and make a preliminary review of your records, you wish to discuss ways to minimize the burden of responding, please call either Ira J. Dembrow or me at this office (collect). In addition, if you wish, we will treat in confidence any documents submitted and limit their use to this proceeding and to the attorneys and other personnel involved in the preparation and hearing of this matter.

Thank you for your cooperation.

Very truly yours,

Thomas F. Curnin

STORES SUBPOENAED 4503

1. Consolidated Foods Corp.
135 South LaSalle Street
Chicago, Illinois

2. Dominicks Finer Foods, Inc.
555 Northwest Avenue
Northlake, Illinois 60164

3. Lucky Stores, Inc.
P. O. Box 67
Rock Island, Illinois 61201

. National Tea Co.
8303 West Higgins Road
Chicago, Illinois 60631

. Banner Wholesale Grocers, Inc.
115 South Water Market
Chicago, Illinois 60608

. Bulko Gas Station
222 South Prospect
Park Ridge, Illinois

. Burger's Supermarket, Inc.
12 Ridge Road
Munster, Indiana

. Cardinal Food and Cardinal Food
Stores
603 Madison Street
Oak Park, Illinois

Central Grocers Cooperative, Inc.
3701 North Centrella Street
Franklin Park, Illinois 60131

. Certified Grocers of Illinois, Inc.
4800 South Central Avenue
Chicago, Illinois 60638

. Christopher Foods, Inc.
[illegible]55 Franklin Avenue
Franklin Park, Illinois

. Clark Oil & Refining
5437 North Milwaukee Avenue
Chicago, Illinois

13. Consolidated Foods Corp.
c/o Wayco Foods Corp.
2000 Pratt Boulevard
Elk Grove Village, Illinois

14. Convenient Food Marts, Inc.
John Hancock Center
875 North Michigan Avenue
Chicago, Illinois

15. Del Farm Foods Company
3636 South California Avenue
Chicago, Illinois 60632

16. Dick's Market
6445 Kennedy
Hammond, Indiana

17. Grocerland Cooperative, Inc.
3636 West 51st Street
Chicago, Illinois 60632

18. Guido's Finer Foods, Inc.
5447 West St. Charles Road
Berkely, Illinois

19. High Low Foods, Inc.
30 West 87th Street
Chicago, Illinois 60620

20. Hillman's, Inc.
28 West Washington Street
Chicago, Illinois 60602

21. I.G.A. Stores
300 West Adams Street
Chicago, Illinois 60606

22. Jewel Companies, Inc.
5725 East River Road
Chicago, Illinois

23. The Kroger Company
1014 Vine Street
Cincinnati, Ohio 45201

24. May Enterprises, Inc.
843 East 49th Street
Gary, Indiana

25. Mayflower Super Foods, Inc.
2908 West Montrose Avenue

26. Mid-West Stores
3250 South Western Avenue
Chicago, Illinois 60608

27. Model Food Center, Inc.
300 West Sibly Boulevard
Dolton, Illinois

28. Oh Boy Stores
3320 North Kedzie Avenue
Chicago, Illinois 60618

29. Open Pantry Food Marts, Inc.
75 East Wacker Drive
Chicago, Illinois 60601

30. Pick-N-Save Foods, Inc.
3949 South Keeler
Chicago, Illinois

31. Progressive Food Stores, Inc.
c/o Mr. Jack Snider
4838 Howard Street
Skokie, Illinois

32. Scot Lad Foods, Inc.
1500 East 97th Street
Chicago, Illinois 60628

33. Southland Corp. (Seven-Eleven)
2214 Algonquin Road
Rolling Meadows, Illinois

34. Southtown Market
204 West 25th Street
Gary, Indiana

35. Spot-Lite Food Stores and
Spot-Lite Market
c/o Holleb & Co.
3223 South Western Avenue
Chicago, Illinois 60608

36. Thriftway Food Stores
929 East 103rd Street
Chicago, Illinois 60628

37. Joe Tittle & Sons, Inc.
P. O. Box 2557
Gary, Indiana

38. Treasure Island Food Market
3460 North Broadway
Chicago, Illinois 60657

39. United Food Stores
1200 West Randolph Street
Chicago, Illinois 60607

40. Walgreen Drug Stores
4300 West Peterson Avenue
Chicago, Illinois

41. Wallies Market
5823 Calumet Avenue
Hammond, Indiana

42. Wilco Food Center, Inc.
6300 Miller Avenue
Gary, Indiana

43. Wilson Grocery, Inc.
c/o Mr. James Cox
128 West Chicago Avenue
Chicago, Illinois

44. M. Loeb Corp.

45. Northern Illinois
Open Pantry Food Marts.

SCHEDULE OF DOCUMENTS

5/7/72 B
not initial

Definition of Terms

As used in this subpoena, the term "price" refers to any and all elements of the net charge or credit to the store customer (or any related company), including but not limited to list prices, transfer prices, special sale prices, advertising, promotional or other allowances, or any other arrangement by way of price concession of any kind including discounts, rebates, loans, equipment arrangements and services of any kind.

The term "milk products" refers to fluid milk and/or fluid milk by-products customarily distributed with fluid milk, including but not limited to any one of the following: homogenized milk, 2% milk, skim milk, buttermilk, chocolate milk, fluid cream products.

"Store" includes but is not limited to grocery stores, gasoline stations and any other stores selling milk products, whether served by distributors, company drivers, vendors or any other carrier.

"Chicago Metropolitan Area" refers to the Illinois counties of Cook, DuPage, Kane, Lake, McHenry and Will. "Gary-Hammond Area" refers to the Indiana counties of Lake and Porter, and includes the town of Valparaiso, Indiana.

The information requested is limited to the Chicago Metropolitan Area and the Gary-Hammond Area. All information requested should, if available, be stated separately for the Chicago Metropolitan Area and the Gary-Hammond Area.

The term "documents" includes, but is not limited to, price sheets, bulletins, books, records, financial statements, accounts, letters, telegrams, notes, memoranda, minutes, reports, summaries, forecasts, circulars, appraisals, surveys, calculations, diaries, work sheets, advertisements and ads, drafts, originals and all copies bearing notations and marks not found upon the originals, and other tangible things, whether typed, handwritten or on tape or other recording or processing device of any description in the subpoenaed party's possession, custody or control, from whatever source.

As used herein, the term "private" or "controlled label" milk products refers to milk products supplied to you (a) bearing a label not made available to or sold to your competitors or (b) by a dairy owned or having some common ownership with you.

References to respondent in this subpoena ("Respondent") or to any other company include all subsidiary, parent, affiliated, predecessor, or successor business organizations.

Unless otherwise specified, the time period for which the documents and information are to be supplied is as follows:

(a) for Respondents engaged in business in the Chicago Metropolitan Area the period is January 1, 1963 through December 31, 1968.

(b) for Respondents engaged in business in the Gary-Hammond Area, the period for such area is January 1, 1963 through December 31, 1970.

If any requested documents are deemed privileged or confidential, each such document and the specific parts deemed privileged, confidential or otherwise not subject to discovery shall be identified by date and number of pages and the grounds on which the claim of privilege or confidentiality rests shall be separately stated as to each.

Documents Requested

1. A list showing the store number and address of each retail outlet operated by Respondent during each of the years specified or any portion thereof together with the date such retail outlet opened during the relevant period (and, if applicable, closed) and the names of each store's supplier(s) of milk products.

2. All documents which show, refer or relate to the retail price of milk products in Respondent's stores, including all documents relating to the reason(s) for adopting any particular mark-up over the wholesale or in-to-store price.

3. Documents which show, refer or relate to the list and/or net prices Respondent paid for milk products, identifying the product, the supplier, and the store to which they were delivered.

4. All documents which show, refer or relate to discounts, rebates, commissions, or advertising, promotional or other allowances, or other similar arrangements or concessions of any kind such as loans by any supplier, equipment arrangements, services or gifts offered to or received by Respondent -- including the supplier(s) involved and the method of computing said payment.

5. Copies of all newspaper or other advertising (including handbills, flyers, store signs, or other documents) prepared by or for Respondent, advertising the price of milk products, including the dates thereof.

6. All documents which show, refer or relate to Respondent's contemplated or proposed change of supplier(s) or actual change of supplier(s) of milk.

7. All documents which show, refer or relate to Respondent's purchase or sale or proposed purchase or sale of private label milk products, controlled label milk products, or any proposed purchase or sale of brand label milk products. The documents to be furnished pursuant to this request include, but are not limited to, cost studies, cost savings, and terms of sale and delivery.

8. All documents (for all or any part of the Chicago Metropolitan Area and the Gary-Hammond Area) which show, refer or relate to:

(a) The market share or market position of (i) Respondent, (ii) other sellers of milk products or grocery products, and (iii) suppliers (*i.e.*, dairies, distributors or vendors) of milk products;

(b) The volume of milk products delivered to and sold by Respondent by store and county; and

(c) The price leader(s) in the sale of milk products.

9. Documents identifying the individual(s) who were responsible for or in charge of Respondent's purchase of milk products and their retail pricing.

4508

(DAIRY SUBPOENA

SIDLEY & AUSTIN

ONE FIRST NATIONAL PLAZA
CHICAGO, ILLINOIS 60670
TELEPHONE 312: 329-5400
CABLE NORWIL-TELEX 25-4364

Founded in 1866 as
Williams & Thompson

WASHINGTON OFFICE
1625 I STREET, N.W.
WASHINGTON, D. C. 20006
TELEPHONE 202: 638-5400
TELEX 89-463

ASSOCIATED EUROPEAN OFFICE
27 AVENUE DE TERVUEREN
1040 BRUSSELS, BELGIUM
TELEX 846-24192

Edwin C. Austin
Howard Neitzert
William H. Avery
Harlowe E. Bowes
D. Robert Thomas
Middleton Miller
Stuart S. Ball
James E. S. Baker
Howard P. Robinson
J. Edward Day
Robert Diller
Robert L. Foote
Edward W. Saunders
Arthur R. Seder, Jr.
Howard J. Trienens
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Alice M. Bright
Martin M. Lucente
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Frank L. Bixby
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Robert A. Downing
Stanton K. Smith, Jr.
Donald J. Gralen
Joseph S. Ehrman, Jr.
William H. Thigpen
Jules M. Perlberg
George L. Saunders, Jr.
William P. Richmond
James G. Archer
Frederic F. Brace, Jr.
Wilbur C. Delp, Jr.
Howard E. Haynie, J
Gary L. Cowan
Lee A. Monroe
J. Robert Barr
William C. Golden
James J. Brennan
Lee B. McTurnan
George A. Platz
Sylvia O. Decker
Thomas J. Gregg
David J. Boyd
Gerald K. Nonvells
Albert Ritchie

Counsel
Douglas F. Smith
James F. Oates, Jr.

July 26, 1972

Beatrice Foods Co.
312 Collins Street
Joliet, Illinois

Re: F.T.C. Docket No. 8866

Gentlemen:

We represent Borden, Inc., respondent in this proceeding. The enclosed subpoena, issued at the request of Borden and The Great Atlantic & Pacific Tea Company, requires production of certain materials necessary for use in the proceeding. While the subpoena calls for delivery of the documents before the Hearing Examiner, no such formal return is required if you submit the documents to us prior to September 5, 1972. If a formal hearing is necessary for your response to this subpoena, you should so advise us no later than August 28. It would, of course, be very helpful if you could submit any or all of the documents as soon as possible.

As soon as you have an opportunity to review the subpoena and make a preliminary review of your records, please call us. We would be happy to discuss any way to minimize the burden of responding. In addition, if you wish, we will treat in confidence any documents submitted and limit their use to the attorneys and other persons directly involved in the preparation and trial of this matter.

Please contact William G. Schaefer of this office about this matter.

Very truly yours,

RAPX 39

William G. Schaefer:is

DAIRIES SUBPOENAED

1. Beatrice Foods Co.
312 Collins Street
Joliet, Illinois

2. Bowman Dairy Co.
7500 Central
River Forest, Illinois

3. Brook Hill Farms, Inc.
c/o Joseph Borenstein
110 South Dearborn
Chicago, Illinois 60603

4. Burger Dairy Stores, Inc.
(New Paris Creamery Co.)
New Paris, Indiana

5. Dean Foods Co.
3600 North River Road
Franklin Park, Illinois

6. Dixie Dairy Company
1200 West 15th Avenue
Gary, Indiana 46407

7. Glenora Farms Dairy, Inc.
1601 Payne Street
Evanston, Illinois 60201

8. Hawthorne Mellody, Inc.
Chicago Avenue at Keeler
Chicago, Illinois 60651

9. Hedlin Dairy Co.
5778 North Northwest Highway
Chicago, Illinois

10. Home Dairy Products, Inc.
Box 309
Berne, Indiana 46711

11. Kraftco Corp.
Kraftco Court
Glenview, Illinois 60025

12. Kraml Dairy, Inc.
4371 West Ogden Avenue
Chicago, Illinois 60623

13. Ludwig Milk Company
200 North Spring Street
Elgin, Illinois 60120

14. Mar-Vel Dairy Co.
1712 West 69th Street
Chicago, Illinois 60636

15. Meadowmoor Dairy's Inc.
1334 South Peoria Street
Chicago, Illinois 60608

16. Modern Dairy Co.
1002 North Liberty
Elgin, Illinois 60120

17. Oberweis Dairy Inc.
945 North Lake
Aurora, Illinois 60506

18. Pleasant View Dairy
Highland, Indiana

19. Prairie View Dairy Co.
150th & Olcott Avenue
East Chicago, Indiana

20. Pure Milk Association
343 South Dearborn Street
Chicago, Illinois

21. Schenkel's All Star Dairy, Inc
Flaxmill Road
Huntington, Indiana

22. Sidney Wanzer & Sons, Inc.
130 W. Garfield Blvd.
Chicago, Illinois 60621

23. Spinney Run Farms Corp.
Milwaukee Ave. & Belvidere Rd.
Libertyville, Illinois

24. Sun Valley Dairy, Inc.
586 Deerfield Rd.
Highland Park, Illinois 6003

25. Twin Oaks Dairy, Inc.
2621 West Wilcox
Chicago, Illinois

26. Jewel Companies, Inc.

27. Certified Grocers
(Country Delight)

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F.T.C. 70

SUBPOENA DUCES TECUM

UNITED STATES OF AMERICA

FEDERAL TRADE COMMISSION

To Beatrice Foods Co.

312 Collins Street, Joliet, Illinois

You are hereby required to appear before

Theodor P. von Brand,

a Hearing Examiner of the Federal Trade Commission, at

Room 600, 22 West Madison Street

in the City of Chicago, Illinois

on the 5th *day of* September, 19 72, *at* 10:00 a.m.,

to testify at the instance of the Respondents In the Matter of

The Great Atlantic & Pacific Tea Company, Inc., and

Borden, Inc., Docket No. 8866,

and you are hereby required to bring with you and produce at said time and place the following books, papers, and documents:

See attached Specifications.

Fail not at your peril.

In testimony whereof, the undersigned, a Hearing Examiner of the Federal Trade Commission, has hereunto set his hand and the said Federal Trade Commission has caused its seal to be affixed at Washington, D.C., this 31st *day of* July, *19*72

Hearing Examiner.

NOTICE TO WITNESS.—If claim is made for witness fees or mileage, this subpoena should accompany voucher.

SPECIFICATIONS

Definitions

A. As used in this subpoena, the term "price" refers to any and all elements of the net charge or credit to the store customer (or any related company), including but not limited to list prices, transfer prices, special sale prices, allowances, discounts, rebates and/or loans.

B. The term "milk products" refers to fluid milk and/or fluid milk by-products customarily distributed with fluid milk, including but not limited to any of the following: homogenized milk, 2% milk, skim milk, buttermilk, chocolate milk, fluid cream products.

C. "Store" includes but is not limited to grocery stores, gasoline stations and any other stores selling milk products, whether served by distributors, company drivers, vendors or any other carrier.

D. "Chicago Metropolitan Area" refers to the Illinois counties of Cook, DuPage, Kane, Lake, McHenry and Will. "Gary-Hammond Area" refers to the Indiana counties of Lake and Porter, and includes the town of Valparaiso, Indiana. Unless otherwise specified, the information requested is limited to the Chicago Metropolitan Area and the Gary-Hammond Area. All information requested should, if available, be stated separately for the Chicago Metropolitan Area and the Gary-Hammond Area.

E. The term "documents" includes, but is not limited to, price sheets, bulletins, books, records, financial statements, accounts, letters, telegrams, notes, memoranda, minutes, reports, summaries, forecasts, appraisals, surveys, calculations, diaries, work sheets, advertisements, ads, circulars, drafts, including copies and other tangible things, whether typed, handwritten or on tape, punch cards or other recording and processing device of any description in the subpoenaed party's possession, custody or control, from whatever source, which refer or relate to the matters described below.

F. References to respondent to this subpoena ("Respondent") or to any other company include all subsidiary, parent, affiliated, predecessor, or successor business organizations.

BEST COPY AVAILABLE

G. The term "private or controlled labels" refers to labels bearing brand names not owned by a processor, vendor, or distributor or brand names not sold to all Respondent's customers in the applicable area. All other labels are referred to as "Respondent's labels".

H. Unless otherwise specified, the time period for which the documents and information are to be supplied for Respondents engaged in business in the Chicago Metropolitan Area is the period January 1, 1963 through December 31, 1968; the time period for Respondents engaged in business in the Gary-Hammond Area is the period January 1, 1963 through December 31, 1970.

I. If any requested documents are deemed privileged or otherwise not subject to subpoena, each such document and the specific parts deemed privileged shall be identified, and the grounds on which the claim or privilege rests shall be separately stated as to each.

Documents

1. Each "Report of Receipts and Utilization" (sometimes designated "Handlers Report of Receipts and Utilization") submitted by or on behalf of each milk products plant owned or operated by Respondent to the Federal Milk Market Administrator for the Chicago, Illinois Federal Milk Marketing Order, Northwestern Indiana Milk Marketing Order, and the Indianapolis, Indiana Milk Marketing Order. In lieu of submitting such documents, authorization may be given empowering the Milk Market Administrator for each such Order to release to Borden the information contained therein.

2. Documents showing the following information separately for each year for each plant owned or operated by Respondent at any location which processed milk products for distribution, sale or resale in the Chicago Metropolitan Area or Gary-Hammond Area by Respondent, distributors or vendors:

a. Location of plant.

b. Area in which milk products are distributed, sold or resold from such plant.

c. The names and addresses of all vendors or distributors who purchased milk products produced at such plant, and the area served and dates of service for each.

d. Total points of milk products produced at such plant.

e. Number of units of homogenized milk packaged in gallon and half-gallon containers.

f. Points of milk products and, separately, number of units of homogenized milk packaged in gallon and half-gallon containers produced at such plant which were (i) distributed, sold, or resold by Respondent in the Chicago Metropolitan Area and the Gary-Hammond Area, (ii) sold to vendors or distributors who resold in such areas, (iii) distributed, sold, or resold by Respondent to stores in such areas, and (iv) sold to vendors or distributors who served such stores.

3. All price lists for milk products packaged under Respondent's labels, and (i) all other documents showing the prices charged by Respondent for milk products packaged under Respondent's labels to each store during any part of the applicable period; or alternatively, (ii) all other documents showing the prices charged for milk products packaged under Respondent's labels to each of the 15 store customers in each county who during each six-month period paid the lowest price to Respondent for such products. (For purposes of this sub-paragraph (ii), each chain of stores or group of affiliated stores who paid the same price is treated as one store customer.)

4. All documents which show, refer or relate to the prices charged by Respondent for the home delivery of milk products or, in the alternative, all documents which will identify the 15 customers in each county of the Chicago Metropolitan Area and the Gary-Hammond Area who received the lowest price charged by Respondent for milk products delivered to homes and the price charged.

5. Except as submitted in response to Specification 3, documents showing the following information for all milk products processed by or for Respondent at any location for distribution or resale in the Chicago Metropolitan Area or the Gary-Hammond Area under private or controlled labels:

a. Each store selling such products and its address.

b. Total points and dollar value purchased by each such store during each year of the applicable period of (i) all milk products, and separately (ii) all milk products processed by or for Respondent under private or controlled labels.

c. Each price charged each such store for milk products in each label.

6. All documents which show, refer or relate to (i) any actual or possible introduction or initial sale of private or controlled label milk in the Chicago Metropolitan Area or the Gary-Hammond Area, and (ii) all documents which show, refer or relate to any actual or possible spread or difference between the out-of-store price of private or controlled label milk and milk bearing brand names owned by a processor, distributor or vendor of milk products.

7. All documents which show, refer or relate to the actual or estimated price charged or offered by any other processor, distributor or vendor of milk products for homogenized milk packaged in gallon or half-gallon containers.

8. All documents which show, refer or relate to or constitute actual or possible negotiations, bids, proposals, or offers to sell milk products under any label to stores or for distribution, sale or resale to stores, including but not limited to all documents referring or relating to the calculation of prices or discounts or allowances to be used or positions to be taken in discussing, proposing, bidding on or negotiating the sale of milk products.

9. Except as otherwise submitted in the response to Specifications 3 and 5, documents showing the following information separately for each store identified in Appendix A to these specifications:

a. Total points and dollar value of any milk products processed by or for Respondent and distributed, sold or resold to each such store during each of the years of the applicable period.

b. Each price charged each such store for each such product.

10. For all stores identified in Appendix A and in the responses to Paragraphs 3, 4, 5 or 7, to whom Respondent transferred, gave, loaned, or caused to be transferred, given or loaned anything of value including but not limited to advertising, promotional or other allowances, loans, equipment, services, money, goods, or gifts of any kind, documents showing the nature and amount of each such transfer, gift or loan.

11. Documents which show, refer or relate to possible or actual retail or "out-of-store" price charged, offered or advertised by any store for milk products.

12. All documents which contain, report or refer to any market share figures, results of any market analysis, survey, study, statement or comment as to the market share or market position of any processor, distributor or vendor of milk products, or of any store.

13. Documents showing the names, titles, or addresses of the persons in charge of Respondent's sales of milk products in the Chicago Metropolitan Area and the Gary-Hammond Area during any part of the applicable period.

APPENDIX A

Individual Stores, Affiliated or Related Stores and Multiple-Store Chains in the Chicago Metropolitan Area and Gary-Hammond Area*

Associated Grocers ("A-G")

Banner Food Stores
Robert Battali
    1010 South Western Avenue, Chgo.
Bel Park Foods (Stanley Skoczen)
    4762 West Belmont Avenue, Chgo.
Big Top Supermarkets
Bill's Market (Wm. Kolozik)
    6649 North Clark Street, Chgo.
Bill's Market
    1800 Dempster, Evanston
Blanche's Foods (Stephen Cwaik)
    2300 North Mango Avenue, Chgo.
Bulko Pantries
Burger's Supers
Buy Low, Inc.

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* Listed variously by owner, trade name, franchisor or affiliation. Reference to the owner, trade name, franchisor or affiliation includes all stores commonly owned or franchised or sharing the listed trade name. In many cases such terms as "Food Stores" and "Markets" are used interchangeably in the grocery business. For this purpose, the form of such denomination on this list should not exclude any store from coverage.

Candiano's Markets
Cardinal Food Stores
Cardinal Store (Dick Herman)
    1418 West 55th Street, LaGrange, Ill.
Central Food Stores
Central Grocers
Centrella Store (James Cox)
    128 Chicago Ave., Oak Park, Ill.
Centrella Stores
Certified Food Stores
Certified Grocers of Illinois.Inc.
Christopher Lasaro (Christopher Foods)
Clover Farm Stores
Congress Food (George Voutsinas)
    500 South Laramie, Chgo.
Consolidated Foods Corp.
Convenient Food Marts Inc.
Convenient Food Marts of Indiana
Cooperative Trading Inc.
Theresa Crispino
    700 North Kedzie Avenue, Chgo.

D & S Super Markets
Dearborn Wholesale
Del Farm Foods
Dick's Market
Dominick's Finer Foods, Inc.

Eagle Food Centers
Edmar Market

Floom Bros.
    947 Wellington, Chgo.
Forest Food Mart (Paul Rogers)
    Park Ridge

Gateway Stores
Gene's Food Shop
    7101 West Belmont Ave., Chgo.
Greenview Fruit
    1509 Jarvis, Chgo.
Grocerland Cooperative, Inc.
Gromer Super Markets
Guido's Foods

Happy Food Supermarkets
High Low Foods, Inc.
Hillman's Inc.
Holleb & Co.
Hyde Park Cooperative Society, Inc.

I.G.A. Stores

Janson's Fine Foods Inc..
Jewel Companies, Inc.

The Kroger Co.

Lee's Super Marts
M. Loeb Co.
Lucky Stores
Luke's Market Basket

Madison Lavergne Food Market
    5010 West Madison St., Chgo.
Edward Marszaick
    2100 North Haynie Avenue, Chgo.
Mayfair Foods
    9655 Franklin, Franklin Park
Mayflower Super Foods
Melody Farm Stores
Joe Michalowski
    2700 West 24th Place, Chgo.
Mid-West Stores
Joe Milecki
    1620 Greenleaf, Evanston
Misicka's Foods
    1412 South Fifth Avenue, Maywood
Model Food Centers
Mr. Central
    4920 West 14th Avenue, Cicero
M. Muskal, Inc.

Bruno Nalepa
    650 North Wood Street, Chgo.
National Tea Co.

Oh Boy Stores
Open Pantry Food Marts, Inc.

Palace Cash Meat Market Co.
Park View Foods
Parker Foods
Peterson's Foods
    5423 West Devon Ave., Chgo.
Pick-N-Save Foods Inc.
Piggly-Wiggly Stores
Pretty Penny Stores
Progressive Food Stores

Reliable Sales Co. (Jos. Berlin)
    1018 West Madison St., Chgo.
Royal Blue Grocery Market

Savoy Food Stores
Scot Lad Foods, Inc.
Southland Corp. (Seven-Eleven Stores)
Southtown Market
Southtown Wholesale
Spot-Lite Food Mart
Spot-Lite Food Stores
Spot Lite Market (Earl Tedrahn)
    Gary & Army Trail Road, Bartlett
State Food Stores
State Wholesale Grocery
Strack & Van Til
Strickland
    721 Lake Street, Oak Park
Strickland's Foods
    Harrison & Wolf, Hillside

Thriftway Foods
Tip Top Super Markets
Joe Tittle & Sons
Barney Trainor
    538 Spring Road, Elmhurst
Treasure Island
Edward Truty
    1404 North Greenview Avenue, Chgo.

United Food Stores
United Wholesale Grocers

Wallies Market
Wally's Markets Inc.
White Hen Pantries
Wieboldt Stores, Inc.
Wilco Food Center
Wiseway Food Stores

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ADDITIONAL REQUEST SUBMITTED TO JEWEL TEA COMPANY AND COUNTRY DELIGHT REGARDING THEIR DAIRY OPERATION

14. All documents which show, relate, refer, discuss, review or analyze the direct and indirect cost savings projected and/or realized by:

(a) the actual or projected operation of Respondent's own dairy; and

(b) the sale of private label or controlled label milk.

Goldner Press, Inc. Law and Financial Printers WO 6-5525